



## Stephen Dyer, Ph.D.

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Dr. Dyer is Co-Leader of AlixPartners' Greater China business and head of the firm's Asia Automotive and Industrials consulting practice. He has over 30 years of corporate and consulting experience. Steve has worked extensively in the automotive industry, including in digital connected, autonomous, shared, and electric vehicle topics, and with traditional business strategy and operational transformation. Dr. Dyer has deep technical expertise, having managed research and development for an industrial technology firm that specialized in active control of vibration in rotating machinery systems.

Prior to joining AlixPartners, he was Ford Motor Company Asia-Pacific Vice President for Business Strategy, based in Shanghai. Previously, Steve was also a Partner at consulting firms Bain & Company and Kearney.

Steve has an MBA from University of Michigan Ross Business School, a Ph.D. and M.S. in Mechanical Engineering from the University of Michigan, and a B.S. in Mechanical Engineering from Brigham Young University.

A U.S. citizen, Steve is fluent in Mandarin Chinese and has lived and worked in Greater China for over 20 years.

## Relevant experience

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- Directed development of electric vehicles China partnership strategy, led target search, conducted due diligence, and negotiated definitive agreement for battery electric vehicle joint venture in less than six months.
- Led, for an MNC automotive OEM, global emerging markets strategy definition – recommendations pursued for standalone emerging markets business unit, partnerships for value-engineered products (including in India), and emerging markets operating model.
- Led the planning and implementation of China industrial production plant shutdown and transfer to new location, including lean operations, supply, labor and government negotiations, etc.
- Directed China autonomous vehicles business strategy, developed plan for priority use cases, levels of automation and partnership portfolio
- Conducted China mobility strategy study, identified key use cases and user pain points for moving people and moving goods, leading to initiatives for both heavy-asset and light-asset mobility services plays
- Evaluated customer needs and defined business model for electric vehicle charging/battery swapping business for leading Chinese electric grid utility.
- Designed the post-merger organization and governance processes for a Chinese-Swedish automotive systems business
- Conducted organizational rightsizing for China acquisition of European specialty vehicle client – identified consolidated lean organization and brand and product portfolio to turnaround an unprofitable business.
- Directed assessment of low-cost manufacturing base for China for global automotive supplier – prioritized opportunities to move production out of China based on labor cost/productivity, component shipping value-density, etc.