



**Jeffrey Zients**

**Deputy Director for Management and  
Chief Performance Officer**

Jeffrey Zients has twenty years of business experience as a CEO, management consultant and entrepreneur with a deep understanding of business strategy, process reengineering and financial management. His expertise extends across a broad range of industries and geographies. He most recently served as Managing Partner of Portfolio Logic, an investment firm focusing primarily on business and healthcare services companies. Prior to founding Portfolio Logic, Zients served as CEO and Chairman of The Advisory Board Company and Chairman of the Corporate Executive Board. These two firms are leading providers of performance benchmarking and best practices across a wide range of industries, assisting senior executives at over 5,000 businesses to improve the efficiency of their operations. Zients began his career in management consulting at Bain & Company and Mercer Management Consulting, where he focused on developing strategies and improving operations of Fortune 1000 companies. He also co-founded The Urban Alliance Foundation, a non-profit organization that partners with corporations to provide economically disadvantaged youth with year-round paid internships, adult mentors and job training. Zients graduated summa cum laude from Duke University with a degree in Political Science. He and his wife Mary live in Washington, D.C. and have four children.