

# CONSULTING RESUME

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## SUMMARY

Award-winning Senior Consultant with 10+ years of experience implementing solutions for diverse industry clients. Track record of driving client success and retention by offering innovative, customized solutions targeting unique client needs. Instrumental in leading teams and collaborating across functions to execute projects and meet critical targets, creating wins for employers and clients alike.


## PROFESSIONAL EXPERIENCE

September 2018–Present | Bain & Company, New York, NY  
**Manager**

- Lead a cross-functional team of 12+ highly skilled professionals to coordinate the planning and implementation of robust solutions for large-scale accounts
- Oversee projects from start to finish, ensuring timely completion of all milestones on average 7% under budget
- Conducted comprehensive market research and analysis, identifying new growth opportunities for a Finance client that resulted in a 25% increase in market share within 12 months
- Identify clients' needs and risks to determine suitable services and products consistent with their unique business requirements
- Manage C-level relationships with major banking industry clients, offering strategic and technical support on solution implementation and change management

June 2013–August 2018 | Oracle Software, Red Wood Shores, CA  
**Consultant**

- Collaborated closely with a team of 20+ consultants as well as clients to identify needs and propose customized solutions to streamline business processes
- Acted as a change agent, providing critical business insights and training to client teams to ensure successful roll-out of products
- Drove awareness and adoption of products and solutions within the company
- Enhanced company offerings by 47% by recommending product enhancements and process improvements

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## EDUCATION

May 2013  
**Sonoma State University,**  
**Rohnert Park, CA**  
*BS in Business Management,*  
*Honors: cum laude (GPA: 3.9/4.0)*

## AWARDS

*CEO Today Awards*  
*Best Newcomer*  
*2015*

## RELEVANT SKILLS

Oracle E-Business Suite

Enterprise software

Problem solving

Software as a service

Change management

CRM

Negotiation

Business intelligence

Scrum