

## Management Consultant

ROBERT SMITH

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### Objective

Dynamic business leader and results oriented professional accustomed to managing projects in agile, fast-paced and deadline driven team environments. Adept at developing critical solutions while standardizing and improving current practices and procedures. Expertise in sales operations, consulting, business intelligence, forecasting, and accounting practices.

### Skills

Business Management Management Consulting Project Management Change Management  
Executive Presentations Process Improvement Business Analysis Risk Mitigation Internal  
Reporting Contract Negotiations SAP CRM Accounting.

### Work Experience

#### Management Consultant

**Ryan Perazzelli** - February 2014 - 2019

- Managed and tested the update of the accounts receivable system.
- Used process improvement, automation, and worked across teams to discover hidden opportunities to reduce costs and increase team accuracy.
- Help entrepreneurs assemble business plans, raise capital, and avoid common pitfalls of starting new ventures.
- Automated 75% of the monthly accounts receivable entry and billing processes, increased efficiencies by 300%.
- Created procedural and instructional manuals to address process inconsistencies.
- Compiled a list of next steps to further recognize increases the time saved by the finance team.
- Presently consulting with the director of a small college to help improve their recruitment and retention.

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**Sology Solutions, LLC** - 2010 - 2014

- A privately held \$3M Safety and Security network integration Company Market strategy research and analysis for emerging technology opportunities.
- Business Development teaming opportunity for security and telecom engagements.
- Vendors and key customers relationship development.
- General Manager / Sales Manager - Red hawk Fire & Security ([www.redhawkus.com](http://www.redhawkus.com)) Ft Worth, TX 2013 - 2014 Installation, testing and inspecting services, integration and monitoring of fire and security systems Successfully turned-around a 30+ employee, \$10M operation and made it profitable in the first year.
- Reversed 4 consecutive quarters of negative profit.
- Led the Texas operation with responsibility for Design, Sales, Installation and Service.
- Established business with hospitals, financial institutions, higher education and commercial clients.