

Management Consultant

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn:
[linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)
Address: 1737 Marshville Road,
Alabama.

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 \$3 M 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) 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.