

Personal Info

Phone

305-201-9412

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Skills



Business consultant with 7+ years of experience creating process improvements. Seeking to raise quality and earnings for clients at Scarecrow & Williams Consulting. At LYC, worked with 100+ clients to raise revenue up to \$3M a year.

Experience

2014 - 2020	<div><div>Management Consultant</div><div>Ladd &amp; Young Consulting, Miami, FL</div><div><ul style="list-style-type: none"><li>• Worked with cross-functional teams in 100+ client organizations to gather requirements and raise profitability an average of 25%.</li><li>• Created new business strategies that raised revenue by \$3M.</li><li>• Created value stream maps that identified recurring waste and saved an average of \$50K per department per year.</li><li>• Developed CRM roadmaps that increased productivity 20%+.</li><li>• Created train-the-trainer content for CRM applications creating 30% less user error and a 15% increase in client satisfaction.</li></ul></div><div>Key Achievement:</div><div>Remapped business flow to improve quality, cost, and time and raise revenue \$3M in 1 year for key client.</div></div>
2012 - 2014	<div><div>Junior Management Consultant</div><div>Hartigan &amp; Gulch Consulting, Miami, FL</div><div><ul style="list-style-type: none"><li>• Developed IT strategies leading to 18% fewer support tickets.</li><li>• Delivered presentations to clients and senior management.</li><li>• Streamlined client processes in production and office systems.</li><li>• Generated 15% increase in client base through needs analysis.</li></ul></div><div>Key Achievement:</div><div>Identified new business opportunities worth \$200K in revenue.</div></div>

Education

2010 - 2012	<div><div>EMBA, Northwestern University</div><div><ul style="list-style-type: none"><li>• Excelled in strategy and critical analysis classes.</li><li>• Master's thesis on regression analysis published in Herding Cats.</li></ul></div></div>
2007 - 2010	<div><div>BA Business Administration, University of Miami</div><div>GPA 3.8</div></div>

Volunteer Fundraiser, 78th Street Animal Shelter

Raise over \$40,000 per year for animal welfare.  
Conduct 50+ meetings per year with donors.

Certificates

2017	Certified Management Consultant - IMCUSA
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