

ROBERT SMITH

Senior Business Consultant

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Over 6+ years of work experience in IT as a Business Consultant extensively worked in the Digital marketing domain of Manufacturing, Retail, CPG, Fashion & Apparel industries - in Agile Scrum methodology. Experienced in working closely with client & conducting requirement workshops to understand their business problems.

EXPERIENCE

Senior Business Consultant

ABC Corporation - OCTOBER 2014 - PRESENT

- Acting as a driving force in delivering multichannel brand website building solution to a major CPG client.
- Managing and studying web operations, identified bottlenecks and prepared recommendation for team and process restructuring.
- Working as an agent of change management and brought more transparency in the system by running an accountability driven team which used KPIs/metrics to support its overall effectiveness.
- Working in an agile environment acted as a product owner, helped in establishing scrum processes and culture.
- Collaborating with teams to define, strategize, and implement content marketing and web strategies.
- Analyzing and validating requirements broken down requirements into user stories.
- Prioritizing the product backlog and plan sprints based on priority and complexity of user stories.

Business Consultant

ABC Corporation - JANUARY 2013 - SEPTEMBER 2014

- Experience in proposal preparation, RFI/RFP response and effort estimation with various models in order to support sales engagement team.
- Experience in research and analysis of the customer landscape and developing client presentations with presales teams.
- Manages designated territory in Los Angeles and generating of own leads.
- Responsible for the entire sales cycle from scheduling client meetings to closing deals.
- Develop and communicate the strategy for re-deployment and identify possible candidates for acquisition.
- Worked on in house initiative to create a supply chain maturity assessment tool to assess clients organization maturity in terms of the supply chain.
- An active member of SCM center of excellence worked on preparing