

# Senior Business Consultant II

# ROBERT SMITH

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## Objective

Computer Science grad with a global top ranked MBA. Over 4 years of testing experience at Microsoft Redmond, WA. A total of 7 years of experience across USA and India spanning mobile, social and cloud technologies.

## Skills

Java, R, SQL, JavaScript, HTML.

## Work Experience

### Senior Business Consultant II

**ABC Corporation** - 2014 - 2015

- Analyzed user flows and led a team to redesign the website.
- Achieved dual aims of increasing customer SAT by cutting down registration time by savings in operational costs.
- Devised improvements for international publishing for a major North American publisher.
- (PoC).
- Nominated to participate in the Director level team that put in a comprehensive winning bid for Wileys RFP.
- Undertook Market Analysis, Competitive Analysis and interviewed experts to prepare the business proposal.
- Assisted and guided the manufacturing community in evaluating, selecting and implementing UNIX systems.

### Senior Business Consultant

**ABC Corporation** - 2010 - 2014

- Largest Latin-American consulting firm, focused on profitable growth through Customer and Operations strategies.
- Acted as project manager of last two projects, leading teams of five consultants/analysts.
- Created new project proposals and conducted sales pitch presentations that increased sales by \$3 MM USD per year.
- Redesigned and led the consolidation of the firms Customer Segmentation Strategy solution.
- Led an 11-person joint client/consultant team in implementing the sales & operations planning process for the poultry industry leader in Mexico, achieving an increase of 3% (\$90 MM USD) in annual sales.
- Devised a vertically-integrated strategy for Coca-Cola Argentina, in response to continuous national truck driver union strikes and recent restrictive labor laws.
- Identified benefits of \$56 MM USD..

## Education

MBA - 2013(Indian School of Business, #33 in Financial Times Global MBA ranking 2015)