

ROBERT SMITH

Associate Consulting Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Consulting Manager professional possessing a combination of; business acumen, understanding of complex infrastructure technologies, awareness of IT industry trends, and the ability to define, articulate, and execute a services vision.

CORE COMPETENCIES

Management, Planning.

PROFESSIONAL EXPERIENCE

Associate Consulting Manager

Name Withheld - April 2013 – 2020

Key Deliverables:

- Led the Infrastructure Services practice to 20% year over year revenue growth accomplished in part through the development of new services offerings and collaborative pursuits with account executives.
- Gathered and translated business requirements from clients, client solution directors, and architects into professional services proposals, level of efforts, and statements of work.
- Equipped clients, consultants, and account teams with an understanding of services portfolio offerings Work with client and Project Management Office to oversee the delivery of business.
- Developed staff training and certification campaigns in pursuit of individual consultant development goals.
- Frequently present project proposals to the C-level executives of customer organizations designed to resolve business challenges and satisfy business initiatives.
- Established project costs based on the level of effort, project risk, and burdens.
- Initiated information exchange-ability across multiple work-streams for a multi-billion dollar food processor, thus improving service delivery and avoiding duplication of effort across teams.

Consulting Manager

Delta Corporation - 2010 – 2013

Key Deliverables:

- Successfully implemented Sungard Investran CRM and partnership accounting software for two of the largest private equity and hedge funds in the .
- Led the design and development of custom automated hedge fund business processes including management fee, incentive fee, and break period .
- Managed day to day account relations for over 15 hedge fund and private equity clients achieving high level customer satisfaction by returning calls .

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- Accounts Receivable-Payable, payroll, taxes, inventory management.
- Setting up new billing system, embezzlement control.
- Setting up the office to increase productivity, increase of both insurance and patient fees, promoting the clinic thru advertising.
- Managed a team of employees who implemented multiple client implementation projects Performed staffing and project resourcing for multiple client-.

EDUCATION

Bachelor of Liberal Studies in Technology and Management - (Charter Oak State College - New Britain, CT)

