

## Professional Summary

Results-driven CO10 Consultant with over 12 years of experience in driving business growth, leading high-performing teams, and implementing strategic solutions. Proven track record of success in business analysis, development, and process improvement, with expertise in CRM, ERP, and change management.

## Professional Experience

### Senior Consultant - Business Strategy & Operations

Inazuma.co | January 2020 - Present

### Consultant - Business Development

NovaTech Inc. | June 2018 - December 2019

#### Key Achievements:

- Increased client base by 30% through targeted business development strategies.
- Improved project delivery time by 25% through process streamlining.

#### Responsibilities:

- Conducted market analysis and competitor research to inform business strategies.
- Developed and maintained client relationships to drive business growth.

### Junior Consultant - Business Analysis

Pinnacle Consulting | March 2015 - May 2018

#### Key Achievements:

- Successfully implemented a CRM system, resulting in a 20% increase in sales.
- Collaborated on a team that achieved a 95% client satisfaction rate.

#### Responsibilities:

- Analyzed business needs to identify areas for improvement.
- Assisted in the development of business cases for proposed solutions.

### Business Analyst Intern

Apex Solutions | Summer 2014

#### Key Achievements:

- Contributed to a project that resulted in a 15% reduction in operational costs.

- Developed a comprehensive report on market trends and competitor analysis.

**Responsibilities:**

- Conducted research on industry trends and competitor activity.
- Assisted in data analysis for business process improvement projects.

## Education

**Master of Business Administration (MBA)**

Harvard Business School

**Relevant Coursework:**

- Strategic Management
- Marketing Management
- Financial Management

## Technical Skills

**Business Operations:**

- Business Process
- Business Intelligence
- Change Management

**Management & Leadership:**

- Team Management
- Management
- Team Building
- Training

**Technology & Software:**

- CRM (Customer Relationship Management)
- ERP (Enterprise Resource Planning)

**Soft Skills:**

- Soft Skills
- Requirements Analysis
- Business Analysis
- Business Strategy
- Business Development