

## Professional Summary

Results-driven Managing Director & Senior Partner with 15+ years of experience in driving transformative marketing, sales, and pricing strategies for Fortune 500 companies. Proven track record of delivering high-impact solutions that redefine business functions and foster sustainable growth.

## Professional Experience

### Managing Director & Senior Partner

Inazuma.co | 2018 - Present

### Partner & Director

Boston Consulting Group | 2015 - 2018

#### Key Achievements:

- Spearheaded a team that developed a pricing strategy for a leading automotive client, resulting in a 12% increase in revenue.
- Led the design and implementation of a sales transformation program for a major retail client, achieving a 25% boost in sales productivity.

#### Responsibilities:

- Managed a portfolio of clients across various industries.
- Developed and executed go-to-market strategies.

### Senior Engagement Manager

McKinsey & Company | 2010 - 2015

#### Key Achievements:

- Played a pivotal role in a team that crafted a comprehensive marketing strategy for a global tech firm, leading to a 30% increase in brand awareness.
- Collaborated with a cross-functional team to develop a sales excellence program for a pharmaceutical client, resulting in a 20% increase in sales.

#### Responsibilities:

- Led multiple project teams in strategy development and implementation.
- Conducted market research and analyzed client data to inform strategic decisions.

### Management Consultant

Accenture | 2007 - 2010

**Key Achievements:**

- Contributed to the development of a pricing optimization model for a telecommunications client, yielding a 10% increase in revenue.
- Assisted in the design of a sales process improvement initiative for a financial services client, resulting in a 15% reduction in sales cycle time.

**Responsibilities:**

- Analyzed client operations to identify areas for improvement.
- Supported the development of strategic recommendations for clients.

## Education

**MBA**

Harvard Business School

**Relevant Coursework:**

- Strategic Management
- Marketing Strategy
- Financial Management

## Technical Skills

**Strategy & Management:**

- Marketing Strategy
- Management Consulting
- Pricing Strategy

**Data Analysis:**

- Data Mining
- Statistical Analysis
- Market Research

**Software Proficiency:**

- Microsoft Office Suite
- Google Workspace
- Tableau