

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