

## Professional Summary

Transformational Banking Leader | 20+ Years of Experience in Pre-Sales, Consulting, Solution, and Program Delivery | Expert in Driving Business Growth through Strategic Innovation and Process Improvement

## Professional Experience

### Executive Vice President - Banking Transformation

Inazuma.co | January 2018 - Present

### Senior Manager - Banking Practice

Accenture | June 2015 - December 2017

#### Key Achievements:

- Spearheaded a team that delivered a \$10M core banking transformation project for a leading European bank, resulting in 30% reduction in operational costs.
- Developed and executed a go-to-market strategy for Accenture's payments practice, leading to a 25% increase in new business opportunities.

#### Responsibilities:

- Led pre-sales efforts for large banking transformation deals
- Managed delivery of consulting and solutioning projects for retail and commercial banking clients

### Manager - Financial Services

Deloitte Consulting | March 2012 - May 2015

#### Key Achievements:

- Played a key role in a \$5M internet banking implementation project for a major US bank, ensuring timely delivery and 95% customer satisfaction.
- Conducted a process improvement study for a global bank's commercial lending division, identifying opportunities for 20% efficiency gain.

#### Responsibilities:

- Conducted business analysis and requirements gathering for banking clients
- Collaborated with cross-functional teams to deliver software project management services

### Senior Consultant - Financial Services

Ernst & Young | September 2008 - February 2012

**Key Achievements:**

- Assisted in the development of a business case for a SWIFT payments implementation project for a European bank, resulting in cost savings of \$1.5M.
- Participated in a team that delivered a core banking system assessment for a Middle Eastern bank, identifying areas for improvement.

**Responsibilities:**

- Provided consulting services to banking clients on process improvement initiatives
- Supported team management for small-scale projects

## **Business Analyst - Retail Banking**

Bank of America | June 2005 - August 2008

**Key Achievements:**

- Analyzed customer data to inform the development of targeted marketing campaigns, leading to a 15% increase in new account openings.
- Collaborated with the IT team to implement a new online banking platform, ensuring seamless customer experience.

**Responsibilities:**

- Conducted business analysis and requirements gathering for retail banking initiatives
- Supported the development of business process improvements

## **Education**

**Master of Business Administration (MBA)**

University of Michigan - Stephen M. Ross School of Business | 2005

## **Technical Skills**

**Business & Banking:**

- Business Analysis
- Business Process
- Retail Banking
- Commercial Banking
- Banking

**Consulting & Delivery:**

- Consulting

- Solutioning
- Program Delivery
- Software Project Management

**Payments & Technology:**

- Payments
- Core Banking
- Internet Banking
- SWIFT payments

**Analysis & Management:**

- Analysis
- Requirements Gathering
- Requirements Analysis
- Team Management
- Business Process Improvement