

Professional Summary

Results-driven Consultant with 10+ years of experience in driving business growth through innovative B2B & B2C strategies, leveraging social media to generate leads and opportunities. Proven track record of success in consulting, with a strong ability to analyze market trends and develop tailored solutions.

Professional Experience

Senior Business Growth Consultant (CO09)

Inazuma.co | January 2020 - Present

Business Development Consultant (CO07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased client base by 35% through targeted B2B outreach programs.
- Developed and implemented a social media strategy that boosted engagement by 250%.

Responsibilities:

- Conducted market research to identify new business opportunities.
- Collaborated with the marketing team to design effective campaigns.

Junior Consultant (CO04)

Pinnacle Consulting | March 2015 - May 2018

Key Achievements:

- Assisted in the development of a comprehensive business plan for a startup, leading to a successful launch.
- Improved client satisfaction ratings by 20% through enhanced support services.

Responsibilities:

- Provided support in data analysis for client projects.
- Participated in team meetings to discuss project progress and strategies.

Intern - Business Development

Emerald Ventures | Summer 2014

Key Achievements:

- Contributed to the research phase of a market entry strategy for a new product.
- Assisted in organizing a successful industry event, attracting over 500 attendees.

Responsibilities:

- Conducted preliminary market research under supervision.
- Supported the event planning team with logistical tasks.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Marketing Strategy
- Business Development
- Financial Management

Technical Skills

Digital Marketing:

- Social Media Marketing
- SEO
- Google Analytics

Business Software:

- Microsoft Office Suite
- CRM Systems (Salesforce)

Data Analysis:

- Excel
- Tableau
- SQL

Languages:

- English (Fluent)
- Spanish (Intermediate)