

## Professional Summary

Results-driven executive with 15+ years of experience in management, driving business growth, and leading high-performing teams. Proven track record of success in strategic planning, process improvement, and talent development.

## Professional Experience

### Senior Vice President, Operations

Inazuma.co | January 2018 - Present

### Vice President, Business Development

NovaTech Inc. | June 2015 - December 2017

#### **Key Achievements:**

- Spearheaded a team that secured \$10M in new business contracts within 12 months.
- Developed and executed a market entry strategy, resulting in a 25% increase in regional sales.

#### **Responsibilities:**

- Led business development and sales teams across three regions.
- Collaborated with product development to align offerings with market needs.

### Senior Manager, Operations

Pinnacle Consulting | March 2012 - May 2015

#### **Key Achievements:**

- Implemented process improvements, reducing project delivery time by 30%.
- Mentored junior staff, resulting in a 90% team retention rate.

#### **Responsibilities:**

- Managed project delivery for key clients.
- Coordinated with the HR department for talent acquisition and development.

### Operations Manager

Apex Solutions | September 2009 - February 2012

#### **Key Achievements:**

- Successfully led a team in achieving a 95% client satisfaction rate.

- Developed and maintained operational budgets, ensuring a 10% cost reduction.

**Responsibilities:**

- Supervised day-to-day operations.
- Assisted in the development of operational policies.

## Education

**Master of Business Administration (MBA)**

Harvard Business School

**Relevant Coursework:**

- Strategic Management
- Financial Management
- Leadership and Organizational Behavior

## Technical Skills

**Productivity Software:**

- Microsoft Office
- Microsoft Word
- Microsoft Excel

**Project Management Tools:**

- Asana
- Trello
- MS Project

**Data Analysis:**

- Tableau
- Power BI
- SQL