

## Professional Summary

Results-driven COO with 15+ years of experience in driving business growth, strategic planning, and corporate governance. Proven track record of success in leading cross-functional teams and advising boards of directors. Skilled in navigating complex business landscapes and fostering collaborative environments.

## Professional Experience

### Chief Operating Officer (COO) & Board of Director Member

Inazuma.co | January 2020 - Present

#### Deputy COO

NovaTech Inc. | June 2018 - December 2019

##### **Key Achievements:**

- Spearheaded a restructuring initiative, resulting in a 25% reduction in operational costs without impacting productivity.
- Developed and implemented a strategic plan that increased revenue by 18% within the first year.

##### **Responsibilities:**

- Assisted the COO in overseeing daily operations
- Led cross-functional teams in project management

#### Senior Strategy Consultant

Pinnacle Consulting | March 2015 - May 2018

##### **Key Achievements:**

- Conducted market analysis for a client in the fintech sector, leading to a successful IPO.
- Developed a growth strategy for a startup, resulting in a 50% increase in customer base within six months.

##### **Responsibilities:**

- Provided strategic advice to clients across various industries
- Managed project teams to deliver consulting services

#### Business Development Manager

Greenfield Ventures | January 2012 - February 2015

### **Key Achievements:**

- Identified and secured partnerships with three major industry players, increasing revenue by 30%.
- Developed and executed a marketing strategy that enhanced brand visibility by 40%.

### **Responsibilities:**

- Sourced new business opportunities
- Negotiated partnership agreements

## **Operations Manager**

Emerald Group | June 2008 - December 2011

### **Key Achievements:**

- Streamlined operational processes, reducing turnaround times by 20%.
- Implemented a quality control program, leading to a 15% decrease in defects.

### **Responsibilities:**

- Managed day-to-day operations
- Supervised a team of operational staff

## **Education**

### **Bachelor of Science in Business Administration**

University of California, Berkeley

## **Technical Skills**

### **Governance & Strategy:**

- Corporate Governance
- Strategic Planning
- Business Development

### **Operational Management:**

- Process Optimization
- Quality Control
- Team Management

### **Business Acumen:**

- Market Analysis
- Financial Planning

- Partnership Development