

Professional Summary

Results-driven Managing Director & Senior Partner with 15+ years of experience in driving transformative marketing, sales, and pricing strategies for Fortune 500 companies. Proven track record of delivering high-impact solutions that redefine business functions and foster sustainable growth.

Professional Experience

Managing Director & Senior Partner

Inazuma.co | 2018 - Present

Partner & Director

Boston Consulting Group | 2015 - 2018

Key Achievements:

- Spearheaded a team that developed a pricing strategy for a leading automotive client, resulting in a 12% increase in revenue.
- Led the design and implementation of a sales transformation program for a major retail client, achieving a 25% boost in sales productivity.

Responsibilities:

- Managed a portfolio of clients across various industries.
- Developed and executed go-to-market strategies.

Senior Engagement Manager

McKinsey & Company | 2010 - 2015

Key Achievements:

- Played a pivotal role in a team that crafted a comprehensive marketing strategy for a global tech firm, leading to a 30% increase in brand awareness.
- Collaborated with a cross-functional team to develop a sales excellence program for a pharmaceutical client, resulting in a 20% increase in sales.

Responsibilities:

- Led multiple project teams in strategy development and implementation.
- Conducted market research and analyzed client data to inform strategic decisions.

Management Consultant

Accenture | 2007 - 2010

Key Achievements:

- Contributed to the development of a pricing optimization model for a telecommunications client, yielding a 10% increase in revenue.
- Assisted in the design of a sales process improvement initiative for a financial services client, resulting in a 15% reduction in sales cycle time.

Responsibilities:

- Analyzed client operations to identify areas for improvement.
- Supported the development of strategic recommendations for clients.

Education

MBA

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Strategy
- Financial Management

Technical Skills

Strategy & Management:

- Marketing Strategy
- Management Consulting
- Pricing Strategy

Data Analysis:

- Data Mining
- Statistical Analysis
- Market Research

Software Proficiency:

- Microsoft Office Suite
- Google Workspace
- Tableau