

# Professional Summary

Results-driven COO9 Consultant with 12+ years of experience in driving strategic growth, leading cross-functional teams, and delivering high-impact solutions. Proven track record of success in navigating complex business landscapes and fostering collaborative environments.

## Professional Experience

### Senior Strategy Consultant (COO9)

Inazuma.co | January 2020 - Present

### Senior Manager - Strategy Consulting

Accenture | June 2015 - December 2019

#### **Key Achievements:**

- Spearheaded a team that delivered a 25% increase in revenue for a leading retail client through targeted market expansion and operational efficiency initiatives.
- Developed and implemented a change management framework that resulted in a 90% adoption rate among employees for a major IT transformation project.

#### **Responsibilities:**

- Led cross-functional teams in strategy development and implementation
- Conducted market research and competitor analysis to inform business decisions
- Collaborated with C-suite executives to align strategic initiatives with business objectives

### Manager - Operations Improvement

Deloitte Consulting | March 2010 - May 2015

#### **Key Achievements:**

- Designed and implemented process improvements that reduced operational costs by 18% for a manufacturing client
- Developed a supply chain optimization model that increased delivery efficiency by 22% for a logistics company

#### **Responsibilities:**

- Analyzed operational inefficiencies and developed improvement strategies
- Managed project teams in implementing operational changes
- Conducted workshops and training sessions for client teams

## **Senior Consultant - Strategy and Operations**

Ernst & Young | September 2008 - February 2010

### **Key Achievements:**

- Contributed to a team that developed a growth strategy for a startup, resulting in a successful Series A funding round
- Conducted a market feasibility study that informed the launch of a new product line for a consumer goods company

### **Responsibilities:**

- Conducted market research and analyzed industry trends
- Developed strategic recommendations for clients
- Collaborated with junior team members on project deliverables

## **Education**

### **Master of Business Administration (MBA)**

Stanford Graduate School of Business

### **Relevant Coursework:**

- Strategic Management
- Operations Management
- Financial Management

## **Technical Skills**

### **Data Analysis:**

- Excel
- Tableau
- Power BI

### **Project Management:**

- Agile Methodologies
- Scrum Master Certification
- MS Project

### **Strategy Development:**

- SWOT Analysis
- Market Research
- Competitor Analysis

**Soft Skills:**

- Leadership
- Communication
- Change Management