

# John Wood

## Senior Business Analyst: Analytical Decision-Making & Growth

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### SUMMARY

Senior Business Analyst with 12+ years of experience in using various business intelligence and modelling tools to assess companies' needs and determine sustainable and effective course of action. Trusted by key stakeholders to analyze business problems and opportunities, as a result have increased profit margins by 56%. Ability to analyze day-to-day operations within the big picture of things with a focus on not only achieving individual vision, but forecasting positive outcomes aiming to achieve overall business growth.

### EXPERIENCE

#### Senior Business Analyst

Torphy 2017 - Ongoing Luling, LA

Torphy is a global IT service provider, focused on providing manufacturers with sustainable software to enhance their productivity.

- Supported 12+ senior stakeholders in the decision-making process by investigating specific business problems and advising them with flexible, holistic solutions to meet individual business needs
- Prepared various risk assessments during M&A negotiations to protect business interests and assure company growth by a 35% AVG
- Assessing business model functions with a focus on processes and structures; HR and capital; information and technology to provide solutions to cut back LEAN waste by \$450K/ year

#### Business Analyst

Dufour 2014 - 2017 Baltimore, MD

Dufour is one of the largest distributors of digital content, delivering premium content internationally and in multiple formats.

- Managed financial forecasts for ten engineering groups with more than \$2 million per group
- Developed analytical framework to forecast, plan, and model resource allocations across a multi-region call centers resulting in cost savings 20+%
- Used various models to forecast revenue and provide solutions to decrease losses and cut LEAN waste by 25%

#### Financial Consultant

Lessard 2010 - 2014 Boca Raton, LA

Lessard offers SMEs financial consultations to help them achieve sustainability and growth with external funding.

- Increased company clientele by 6 persons and raised company revenue by over \$20,000 in a two-month period
- Specialized in designing portfolios for high net worth clients on a team that managed \$6 billion in assets
- Provided tailored investment advice for clients across 15 states

### LANGUAGES

English Native ●●●●● Swedish Proficient ●●●●●

Japanese Proficient ●●●●●

### SKILLS

Business Analysis Techniques MSO

Google Analytics Salesforce Miro

### EDUCATION

#### BS in Investment Management

Lynn University

2006 - 2010 Boca Raton, LA

### STRENGTHS

 **Decision-Making**  
Focused on understanding business needs, key stakeholder requirements, and growth demands, to systematize data and navigate the best course ahead. This has impacted business growth with a +\$1M in annual revenue.

 **Information Modelling Tools**  
Using various tools (financial models, product roadmaps, mind maps, UI, SWOT, etc.) to better understand business-crucial data and offer working solutions to problems.

 **Business Proposals**  
Apt at presenting solutions with detailed documentation at each stage of the process from business case, RFP, ITT, and requirements statements. Transparency and clarity of written statements has assisted decision-making to be quicker and more effective.

### CERTIFICATION

Professional in Business Analysis (PMI-PBA)®

PMI

Certified Business Analysis Professional (CBAP®)

IIBA

Professional Certificate in Business Analysis

BCS