

# Kendall Lee

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Target Field: Consulting

## PROFILE

Associate Consultant with experience delivering measurable outcomes in Consulting. Strong in execution, clear communication, and building systems that scale. Comfortable owning work end-to-end and collaborating across teams.

## EDUCATION

**Georgetown University**  
B.S. Business

Seattle, WA  
2020 — 2024

- Coursework: Systems, Research Methods; GPA: 3.7/4.0 (synthetic)

## EXPERIENCE

### Associate Consultant — Citrine Partners

*Austin, TX | Jun 2023 — Present*

- Designed a cross-functional initiative; improved a key metric by 12% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 30%.
- Standardized processes and documentation; cut manual effort by 65% and improved consistency.
- Partnered with stakeholders to define requirements, align on scope, and deliver on schedule.

### Consultant — Keystone Advisory

*Philadelphia, PA | Jul 2021 — May 2023*

- Launched a cross-functional initiative; improved a key metric by 18% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 50%.
- Standardized processes and documentation; cut manual effort by 65% and improved consistency.

### Coordinator — Atlas Advisory

*Miami, FL | Jun 2019 — Jun 2021*

- Launched a cross-functional initiative; improved a key metric by 22% through iteration and better tooling.
- Created dashboards and recurring reporting; reduced decision turnaround time by 30%.
- Standardized processes and documentation; cut manual effort by 65% and improved consistency.

## PROJECTS

### Pricing Strategy

- Built pricing model and segmentation; drafted executive deck with options and tradeoffs.
- Supported workshop facilitation and decision logging.
- Presented results to stakeholders and documented next steps.

### Market Entry Assessment

- Sized market opportunity and built 3-year growth scenarios for leadership review.
- Synthesized interview findings into recommendations and risks.
- Presented results to stakeholders and documented next steps.

### Operating Model Redesign

- Mapped processes and identified bottlenecks; proposed phased rollout plan.
- Created KPI framework and governance recommendations.
- Presented results to stakeholders and documented next steps.

## SKILLS

**Skills:** Workplanning, Storytelling, Stakeholder interviews, Synthesis, Financial analysis, SQL basics, PowerPoint, Excel, Market research, Problem structuring

**Certifications:** Excel for Business, Google Project Management, Case Interview Prep (Workshop)