

CONSULTANT

Executive Profile

Innovative professional with more than 15 years of experience poised to bring talent and vision to a respected organization that values hard work, dedication, and results.

- Demonstrated expertise in launching start-up companies, organizing them for long-term success, and driving continuous growth and prosperity through strategic business plans.
- Specialist in developing forecasting models and scenarios, examining strategic performance, spotting market opportunities, identifying business threats, developing creative action plans and corporate strategy.
- Proficient in driving revenue growth, increasing sales, slashing costs, attracting new customers, maximizing profits, and achieving corporate objectives and operational excellence.
- Uniquely gifted in leading teams, inspiring cross-functional collaboration, and building productive relationships with colleagues, clients, and business partners.

Skill Highlights

Microsoft Office Suite * InDesign * Quickbooks Experience with SPSS and various CRM, ERP, and Marketing Automation Systems

Professional Experience

Consultant

January 2012 to May 2016 Company Name - City , State

Delivered business planning recommendations to start-up fitness venture as result of being tasked with devising solid best practices and strategy.

Developed financial forecast and operations budget.

- Instrumental in creating private label product development, including creating business plans, identifying best-in-kind manufacturers, and zeroing in on potential third party distributors.
- Increased revenue by 20% by segmenting local market and developing business plans for identifying potential high-end consumers for services.

President

January 2014 to January 2015 Company Name - City , State

Drove project management, consulting, and back-office services for start-up educational services and products provider. Oversaw operations management of two facilities with total school staff of 80. Directed day-to-day financial, marketing, and logistics functions. Developed comprehensive financial planning tools.

- Launched school for 650 students in 30 days from approval.
- Increased sales by 100% and slashed operating costs by 15%.
- Masterminded business development plans and strategic initiatives to build organic growth.

Marketing Program Manager

January 2010 to January 2011 Company Name - City , State

Spearheaded creation and implementation of marketing campaigns aimed at C-level leadership on behalf of global enterprise software provider. Conducted market intelligence, statistical analysis and modeling to define prospects. Drafted business plans and monitored budgets to ensure ROI was achieved.

- Increased sales lead generation by 30% and grew cross sales opportunities by 100%.
- Slashed marketing spend by 15% through astute management of vendor relationships and adeptly negotiating contracts and service agreements.
- Increased website traffic by improving online content and use of search engine optimization.
- Exploited innovative marketing tools, including e-blast, webinars, and targeted trade events.

Director

January 2005 to January 2009 Company Name - City , State

Designed, planned, and coordinated client events for start-up catering business serving high-income consumers and corporate buyers. Addressed unique needs of household management and real estate companies. Meticulously guarded client objectives for budget, profitability, and quality.

- Masterminded branching out from traditional catering focus to enter new segment of market.
- Orchestrated last-minute wedding reception on 24-hours notice at location 150 miles away.
- Built reputation for client satisfaction, focus on quality service, and keen attention to detail.

Deputy Director

January 2000 to January 2005 Company Name - City , State

Developed, prioritized projects, and mentored newly created team of 10 lead analysts for Fortune 500 financial services and insurance company.

Performed comprehensive market analysis and industry research related to strategic corporate initiatives and trends. Analyzed, evaluated, and advised on potential mergers and acquisitions. Exercised \$2M P&L and budgetary responsibility.

- Grew revenue by 20% over previous year by ensuring adequate goal support.
- Slashed travel expenditures by 30% by accelerating group cost reductions.
- Key player in opening new offices in Asia by identifying industry trends related to market growth.

Education

Bachelor of Arts : International Relations International Relations

Certificate in Asian Studies Florida International University - City , State

Finance and Economics Program

Certificate in European Studies London School of Economics - City , United Kingdom

Languages

Fluent in Spanish * Proficient in French * Basic Portuguese Continued.

Skills

attention to detail, Automation, Basic, budgets, budget, business development, developing business, business planning, business plans, C, consulting, content, negotiating contracts, CRM, client, Economics, ERP, Finance, financial, financial planning, focus, French, InDesign, industry research, insurance, leadership, logistics, marketing, market, mergers and acquisitions, back-office, Microsoft Office Suite, modeling, enterprise, operations management, Portuguese, product development, project management, quality, Quickbooks, real estate, reception, sales, search engine optimization, Securities, Fluent in Spanish, SPSS, statistical analysis, strategy, strategic, unique, website