

NAME

TITLE

000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

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Experience

Operations Manager - Bamboo Import / Location

2016 to present

- Connected with potential suppliers and maintains relationships with our 23 existing partners
- Identified safe and cost-effective logistics solutions to transport raw materials. Successfully shortened transit time by two days on average
- Set goals for our US-based distribution centers, increasing our total sales volume by an average of 4% a year
- Developed a vetting process designed to identify sustainable bamboo suppliers. This new process helped reduce our carbon footprint by 35%
- Updated quality standards for the raw materials we purchase and bamboo products we offer to our US-based clients. Increased repeat sales by 17%

Strategic Business Consultant - Company / Location

2015 to present

- Provides strategic business consulting services to businesses in a wide range of industries and manages a portfolio of seven long-term clients
- Conducts in-depth audits of business processes, identifies issues, and proposes relevant solutions in areas like sales, logistics, hiring, and compliance
- Helps clients compare and vet vendors and assists with negotiating service-level agreements and pricing for software, machinery
- Develops effective hiring strategies that support growth goals
- Creates financial strategies to help clients manage debts, make sound investment decisions

Project Experience

- Launched an internal ESG program to give our exotic wood suppliers access to low-cost business loans.
- Helped a client in the health industry overhaul a legacy recordkeeping system and adopt a cloud-based infrastructure instead. Compliance costs dropped by 47%.
- Developed an end-to-end strategy for a client in the food industry in need of a pivot during COVID-19. Sales went from -37% to a growth of 2% compared to post-pandemic numbers.

Education

BA in Business Leadership - University of Arizona

2009 to 2013

- GPA: LIST
- AWARD
- AWARD

DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Strategic thinking
- C-suite level communication and presentation skills
- Great conflict-resolution and negotiation skills
- Data-driven decision making

Licenses & Accreditations

Licenses Licenses & Accreditations

- Six Sigma Champion
- Negotiation Mastery (Cornell Certificate)
- Google Data Analytics Professional Certificate
- ISO 9001 Certification