**Experience:**  
BayState Group | Boston, MA  
Independent Consultant/Contractor 2011–2015  
  
Identified and captured new business opportunities encompassing customer relations, which included prospecting and lead utilization processes.  
Strategically led store customer appointments and phone sale opportunities; rendered direct and expert support to managers and clients in all related concerns; and monitored strict adherence to compliance and risk procedures as well as corporate and industry protocols.  
Functioned as onsite service expert in researching and quickly resolving client issues, in close coordination with back-office partners.  
Proactively participated in all projects accounted for improving key processes and the client experience.  
  
Highlights:  
Contributed in successfully increasing revenue by 20% in the CRM market in just six months.  
Achieved and surpassed business development specialist targets on quarterly and annual basis across the entire BayState product and service platform.  
Maintained regular coordination with the Store Team in significantly meeting all designated customer satisfaction goals.  
Established and maintained positive working relationships with coworkers, business partners, and the management to provide better results and continuous process improvements companywide.  
Drove performance improvements in utilizing wide-ranging knowledge of financial planning, investment, and business model streamlining.  
  
Assured Groups | Cincinnati, OH  
Finance Manager 2009–2010  
  
Provided financial analysis and oversight to a wide array of data center and corporate facility build-outs.  
Assumed full accountability in spearheading the company’s payroll, reporting sales compensation, processing the accounts payable, and efficiently managing a corporate expense base.  
Proficiently created and administered budgets, monthly statements, and the employees’ assessment program.  
  
Highlights:  
Significantly improved financial statement transparency companywide by executing new corporate business performance measurement and accounting reporting processes.  
Consistently ensured thorough cost and profit projections by expertly forecasting pro forma financials for new and existing projects.  
  
Siemens E&A | Cincinnati, OH  
Financial Analyst 2006–2009  
  
Proficiently created an annual operating plan, which included corporate budget, operational requirements, organization structure, and new trend and forecasting reports for strategic planning efforts.  
Built and cultivated professional working relationships with all department heads to render outstanding support, advice, and business solutions during downsizing initiatives.  
Guaranteed the execution and maintenance of all established financial, risk, accounting, and auditing policies and procedures in a timely and efficient manner.  
  
Highlights:  
Positioned the company toward growth as reflected in maximizing profitability, reducing costs, and optimizing efficiency after the successful development and oversight of financial and budget activities.  
Achieved in excess of $10M worth of savings annually after leading the financial analysis of manufacturing costs to assess and recommend a proposed change in outsourcing strategy.   
  
**Education:**  
Bachelor of Science in Financial Management, Minor in Business Administration: 2006  
Northern Kentucky University | Independence, KY   
  
**Skills:**  
Business Development  
Sales and Profit Growth  
Continuous Process Improvements  
Strategic Planning and Analysis  
Client Relations and Negotiation  
Corporate Consulting  
Rapid Conflict Resolution  
Organizational Leadership and Team Building