**NAME**

555-555-5555 | [name@gmail.com](mailto:name@gmail.com)

[www.linkedin.com/in/name](http://www.linkedin.com/in/name)

**CORPORATE STRATEGY & CONSULTING**

Accomplished **Strategy and Market Development Professional** with extensive experience in highly regulated industries including healthcare and municipal utilities. Data-driven and results-oriented leader with the ability to develop actionable strategic insights that improve core business operations and the bottom line. Experienced in leading cross-functional teams and projects. ***MBA degree.*** Areas of expertise include:

* Corporate Strategy
* Market Development
* Business Optimization
* Competitive Analysis
* Innovation
* Data Analytics
* Project Management
* Team Management
* Relationship Management
* Financial Modeling
* Pricing Strategy
* Process Design

**PROFESSIONAL EXPERIENCE**

**COMPANY**,City, ST **2011-Present**

*Company is a Fortune 50 managed healthcare organization. Bigger company announced its takeover of company in 2015.*

***Corporate Strategy Advisor – Corporate Strategy & Development***

Charged with developing and refining strategic initiatives at the enterprise, segment, and business unit levels.

* Facilitated post-acquisition investment prioritization activities across all major lines of business and corporate functions, leading to the reallocation of $100M in discretionary strategic spending.
* Led competitive landscape analysis to identify and prioritize emerging threats with the potential to disrupt core business operations, resulting in the development of mitigating strategies for segment president.
* Designed and implemented enhanced team training and communications protocols for the Strategy Team.

**TECHNOLOGY COMPANY**,City, ST **Summer 2010**

*One of the largest global technology companies that develops enterprise and consumer software and hardware.*

***MBA Intern – Company A Integration***

* Coordinated cross-functional integration teams to map 13,000+ incoming Company A employees to Technology Company’s internal job taxonomy, contributing to $28M+ in annual equity cost savings.
* Analyzed leadership and process inefficiencies on a classified project, resulting in executive-level presentation outlining pragmatic risk-mitigation strategies in a highly constrained environment.
* Designed analytical tools for the Global Compensation Consulting team to rationalize the employee retention processes, potentially saving the company significant time and resources.

**INTERNSHIPS AT STARTUPS**, Nashville, TN **Academic Years 2009-2011**

*Assisted multiple high-impact projects for local startups.*

* HighJ - Developed a go-to market plan for a startup participating in the Jumpstart Foundry accelerator.
* Ed Tech School - Built a scalable customer self-service operation for a funded EdTech startup.
* Overhill - Created a revised financial plan to support fundraising efforts for a new round.

**CONSULTING FIRM**, City, ST **2006 - 2009**

*Leading professional services firm providing engineering and technical consulting services to government clients.*

***Consultant – Water, Energy, & Transportation***

* Developed and managed client relationships, resulting in follow-on sales of >$100,000 in first year.
* Led multiple client engagements from end to end, including data discovery, analysis, and executive presentations.

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**Consulting Firm Experience** *(continued)*

* Created proprietary models to identify, measure, and track significant financial and operational inefficiencies for municipal utilities, resulting in decreased annual operating costs of up to 25%.
* Designed data-driven utility rate schedules, using supply and demand constraints, benchmarks, and local cost structure data to ensure clients’ long-term financial integrity and minimize litigation risk.

**ANOTHER CONSULTING GROUP**, City, ST **2004 - 2006**

*Another Consulting Firm is a global management consulting company offering services in the Healthcare, Education, Life Sciences, Law, and Finance industries.*

***Sr. Analyst – Market Development, 2006***

***Analyst – Market Development, 2004-2006***

* Led a team of eight consultants in the development of revenue cycle analyses for a large, academic hospital system in Boston, MA, helping secure a $30M+ contract
* Developed an outpatient pricing strategy for a hospital client, leading to net revenue improvements of 2%
* Created proprietary analytical tools to expedite complex client data processing, decreasing time required for middle revenue cycle analyses by 10 to 20%
* Redesigned and managed training for junior Analysts, decreasing average training cycle time by 25%
* Identified and communicated best practices via the company-wide Methodology & Innovation Team

**EDUCATION**

**MBA, Vanderbilt University Owen Graduate School of Management,** Nashville, TN

Concentrations: Strategy, Operations, and Human/Organizational Performance

Name Full Tuition Scholarship

*President of the XYZ Club, Campus Visit Coordinator, Venture Capital Investment Competition participant*

**BA** *magna cum laude***, Great University**, City ST

Business Honors Program, and Management

Phi Beta Kappa, Mortar Board Honor Society

**Community Activities**

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