

Rachel Patel

Remote from [COUNTRY] | 901-234-5678 | rachelpatel@email.com

Linkedin: <https://rachelpatellinkedin>

Summary

Results-driven Business Professional with 8 years of experience in strategic planning, operations management, and team leadership. Skilled in developing and implementing business strategies, improving operational efficiency, and driving revenue growth. Proven track record of success in fast-paced, dynamic environments.

Education

West Coast University

Master of Business Administration (MBA) in Business Administration

Professional Experience

Operations Manager

Global Business Solutions (Remote), January 2019 – Present

- Developed and implemented operational strategies to improve efficiency, reduce costs, and enhance customer satisfaction.
- Led cross-functional teams to achieve business objectives, including sales growth, customer retention, and process improvements.
- Collaborated with senior management to develop and implement business strategies, ensuring alignment with company goals.
- Conducted market research and competitor analysis to identify opportunities for growth and improvement.

Business Development Manager

Regional Business Development (Remote), June 2016 – December 2018

- Identified and pursued new business opportunities, resulting in a 25% increase in revenue.
- Developed and maintained relationships with key clients and partners, ensuring long-term business growth.
- Conducted market research and competitor analysis to identify trends and opportunities for growth.
- Collaborated with cross-functional teams to develop and implement business strategies, ensuring alignment with company goals.

Certifications

Certified Business Manager (CBM)

Certified Business Development Professional (CBDP)

Skills

Hard Skills:

- Strategic Planning and Execution
- Operations Management and Improvement
- Team Leadership and Management
- Business Development and Growth
- Market Research and Analysis
- Financial Analysis and Budgeting
- Communication and Presentation

Soft Skills:

- Strategic Thinking
- Problem-solving and Critical Thinking
- Communication and Presentation
- Collaboration and Teamwork
- Time Management and Organization
- Adaptability to Changing Business Environments