

# Adele Leli

Business Consultant

## Profile

Results-driven Business Consultant with 2 years of experience in providing strategic and operational guidance to clients across various industries. Adept at identifying growth opportunities, improving process efficiency, and implementing innovative solutions to drive profitability. Demonstrated success in project management, data analysis, and stakeholder engagement. Committed to helping organizations achieve their business objectives and build sustainable competitive advantage.

## Employment History

### Senior Business Consultant at Kansas Business Solutions, KS

May 2023 - Present

- Successfully implemented a new CRM system for a major client, resulting in a 25% increase in sales leads and a 15% improvement in customer satisfaction ratings within the first year.
- Streamlined operational processes for a local manufacturing company, leading to a 20% reduction in production costs and a 10% increase in overall productivity.
- Led a team of consultants in the development and execution of a comprehensive market analysis for a regional retail chain, identifying new growth opportunities that contributed to a 12% increase in annual revenue.
- Coordinated the successful merger of two competing businesses, consolidating resources and eliminating redundancies to achieve a combined cost savings of \$2 million in the first year post-merger.

### Business Consultant at Strategy & Growth Consulting KS, KS

Jul 2021 - Apr 2023

- Led a successful business transformation for a struggling retail company, resulting in a 25% increase in revenue and a 15% reduction in operating costs within the first year.
- Conducted a comprehensive market analysis for a manufacturing client, identifying new growth opportunities that led to a 35% increase in market share and an additional \$10 million in annual revenue.
- Developed and implemented a strategic plan for a healthcare organization, streamlining operations and improving patient satisfaction, which led to a 20% increase in patient volume and a 12% boost in overall profitability.

## Education

### Master of Business Administration (MBA) at University of Kansas School of Business, Lawrence, KS

Sep 2016 - May 2021

Relevant Coursework: Financial Management, Marketing Strategy, Operations Management, Data Analytics, Organizational Behavior, Strategic Management, Managerial Economics, Accounting, Business Ethics, and Leadership Skills.

## Details

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## Links


[linkedin.com/in/adeleleli](https://www.linkedin.com/in/adeleleli)

## Skills

Salesforce



Tableau



QuickBooks



SQL



Python



PowerBI



Asana



## Languages

English



French



## Hobbies

Attending networking events

Reading business and self-improvement books

Practicing public speaking (e.g. through Toastmasters)