

# ROSIBEL CAGE

Business Unit Manager

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## PROFILE

A highly skilled Business Unit Manager with 5 years of experience in driving operational efficiency, financial growth, and team performance across diverse industries. Proven track record of developing and implementing strategic plans, optimizing resources, and fostering a collaborative culture to achieve business objectives. Adept at building strong client relationships, managing budgets, and identifying opportunities for continuous improvement. Committed to delivering exceptional results and driving business success.

## LINKS

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

## SKILLS

Budgeting

Negotiation

Salesforce

Microsoft Excel

Team Leadership

Project Management

Performance Analysis

## LANGUAGES

English

Urdu

## EMPLOYMENT HISTORY

### ● Business Unit Manager at BlueCross BlueShield of South Carolina, SC

May 2023 - Present

- Successfully increased the Business Unit's annual revenue by 25% (\$5 million) in 2019 through the implementation of innovative sales strategies and improved customer retention programs.
- Streamlined operational processes, resulting in a 15% reduction in overhead costs and a 10% increase in overall efficiency, saving the company over \$2 million in expenses during the 2018-2019 fiscal year.
- Led a team of 50 employees to achieve a 95% customer satisfaction rating in 2020, the highest in the company's history, by implementing targeted employee training programs and enhancing communication between departments.

### ● Assistant Business Unit Manager at BMW Manufacturing Co., SC

Sep 2018 - Apr 2023

- Successfully increased production efficiency by 15% within the first year by streamlining processes and implementing lean manufacturing techniques, resulting in significant cost savings for BMW Manufacturing Co., SC.
- Managed a team of 50 employees and achieved a 20% reduction in employee turnover rate by introducing targeted training programs, fostering a positive work environment, and providing opportunities for career growth.
- Oversaw the launch of a new vehicle model, ensuring timely delivery of 10,000 units within the first quarter, exceeding initial sales targets by 25% and contributing to increased overall revenue for the business unit.

## EDUCATION

### Master of Business Administration (MBA) at University of South Carolina, Columbia, SC

Sep 2014 - May 2018

Relevant Coursework: Financial Management, Marketing Strategy, Operations Management, Organizational Behavior, Data Analytics, Entrepreneurship, Strategic Management, and Business Ethics.

## CERTIFICATES

### Project Management Professional (PMP)

Nov 2021

### Certified Business Analysis Professional (CBAP)

Oct 2020