

PETER CONNOLLY

Strategy Consultant

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✉ willbell@gmail.com

📍 Austin, TX



SUMMARY

High-performing Strategy Consultant with 5 years of experience in business development and consulting. Excelled in performing business and marketing strategies, B2B sales, and data analysis. Helped 15+ entrepreneurs and 20+ small businesses reach their objectives. Looking for a job as a Strategy Consultant at Deloitte to take my career to a new level.

EXPERIENCE

Business Development & Strategy Consultant

PwC

⌚ 2018 - 2022 📍 Austin, TX

- Provided business development and growth direction to 10+ entrepreneurs and 15+ small businesses.
- Influenced procurement strategy by tracking metrics and performing ad-hoc analysis on sourcing flows to decrease spend by 3%.
- Built and executed the one massive outbound sales strategy generating \$5 million in new business.
- Helped a tech company implement successful strategy, expanding operations into 5 countries, leading to 41% increase in revenue for 2020.
- Improved revenue of 5+ marketing companies by 8%.

Strategy Consultant

Xponential

⌚ 2017 - 2018 📍 Las Vegas, NV

Xponential is a business strategy consulting company specializing in B2B sales.

- Helped a marketing company assess internal organisational maturity which resulted in a change strategy that reduced expenses by \$50,000.
- Improved customers' sales and turn over by up to 200% with implementing deep data analysis and strategy development.
- Personally executed 25% of project fees for a five-person team with more than \$1 million in annual revenue.

Sales Representative

Hubspot

⌚ 2015 - 2017 📍 New York, NY

- Consistently achieved sales quotas every quarter and was rated top 10% of sales representatives in sales performance.
- Convinced 35+ digital marketing agency owners to utilize the Hubspot Enterprise Package.
- Created 30 new qualified sales opportunities monthly.
- Prospected new sales opportunities through outbound cold calls, making approximately 80-100 calls daily.

ACHIEVEMENTS

Top 2% in consulting service at PwC

Recognized by my Team Lead as one of the top 2% of the PwC Strategy Consultants thanks to my exceptional business and communication skills.

SKILLS

Business Strategy

Market Research

Business Development

Data Analysis

B2B Sales

Marketing Strategy

EDUCATION

Bachelor's Degree in Marketing & Sales

New York University

⌚ 2012 - 2015 📍 New York, NY

Master of Business Development

New York University

⌚ 2015 - 2016 📍 New York, NY

STRENGTHS

Results / Detail Oriented

Dedicated to the completion of tasks in a timely manner and with regard to quality.

Interpersonal Skills

Aware of the social expectations of the working place and team interaction dynamics.

TRAINING / COURSES

Business Strategy Specialization -
University of Virginia (Coursera)

LANGUAGES

English

Native



Spanish

Proficient



REFERENCES

Ron Peterson, Project Manager at PwC

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New South Wales. Board of Trade

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