

PETER CONNOLLY

Strategy Consultant

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🌐 <https://www.linkedin.com/in/billan-bell/> 📍 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

2018 - 2022

PwC

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

2017 - 2018

Xponential

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

2015 - 2017

Hubspot

New York, NY

- Consistently achieved sales quotas every quarter 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 dials 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

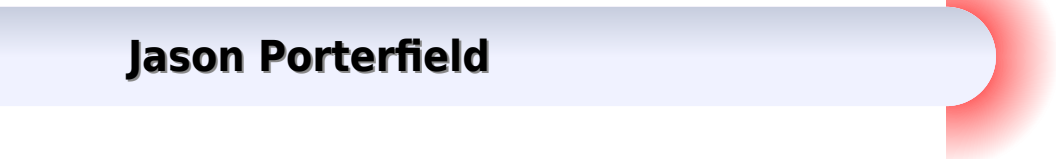
Ron Peterson, Project Manager at PwC

+1-371-885-2941



Resume Guide 2015

Jason Porterfield



Resume Guide 2015:

The Resume Writing Guide Lisa McGrimmon, 2014-11-03 Write a Winning Resume Step by Step The Resume Writing Guide updated for 2015 will show you step by step exactly how to create a resume that makes a great impression and gives you more power in the job search process It breaks the big complex job of resume writing into small completely manageable tasks so you easily can write a resume that is tailored to show you at your best Learn From the Experience of 2000 Job Seekers In this book you ll find the kind of expertise that only comes from real experience Lisa McGrimmon has written over 1000 resumes and helped over 2000 job seekers find work She knows how to coach people through the process to create real resumes that give real results for real people Guidance Through the Process The Resume Writing Guide takes you through the actual process of creating a resume one step at a time carefully guiding you through each decision It isn t just a collection of rules and tips The process is broken into small simple steps In each chapter you will complete a few tasks and if you complete all of the tasks to the best of your ability once you reach the end of the book you will have written a resume that shows you in your best possible light Learn How to Deal With Resume Challenges Lisa has used this process successfully with clients from all walks of life and with all kinds of work histories She has written resumes for career changers people returning to work after several years without paid employment new immigrants recent graduates older workers people in competitive and declining industries This book isn t just for the lucky few who have a perfect career history It gets into the heart of how to write resumes that pop even if you re worried that you may have some challenges to overcome New for 2015 The second edition has been revised and expanded to include up to date information about trends in resume writing and job hunting including 2 new chapters about writing applicant tracking system ATS optimized resumes Not a 20 Minute Resume Guide This book is not for people who want to knock out a resume in 20 minutes It is a meticulous step by step guide through each phase in the resume writing process It shows you how to structure each section write compelling statements and make smart decisions about content to highlight your individual strengths and minimize weaknesses Thoughtfully completing the tasks in this book will take time but it will be time well spent In the end you will have a winning resume that is perfect for your needs and structured to show you at your best Partners in Resume Writing Good career coaches will not write a resume for you they will write one with you as partners You and the career coach both bring important information to the table Throughout this book you and Lisa will be partners Lisa will be the expert on how to create a resume You will be the expert on your own career Lisa will show you how to decide what information you should include how to write compelling content how to structure sections to highlight your strengths and how to minimize concerns you may have about your work history Your task is to take that information and apply it to what you know about your own career In this partnership you can create an effective resume that gets you one big step closer to landing the job you want Scroll up and click to buy

Complete Guide to Human Resources and the Law, 2017 Edition Shilling, 2016-10-21 The Complete Guide to

Human Resources and the Law will help you navigate complex and potentially costly Human Resources issues You ll know what to do and what not to do to avoid costly mistakes or oversights confront HR problems legally and effectively and understand the rules The Complete Guide to Human Resources and the Law offers fast dependable plain English legal guidance for HR related situations from ADA accommodation diversity training and privacy issues to hiring and termination employee benefit plans compensation and recordkeeping It brings you the most up to date information as well as practical tips and checklists in a well organized easy to use resource The 2017 Edition provides new and expanded coverage of issues such as The Supreme Court held in March 2016 that to prove damages in an Fair LaborStandards Act FLSA donning doffing class action an expert witness testimony could be admitted Tyson Foods Inc v Bouaphakeo 136 S Ct 1036 2016 Executive Order 13706 signed on Labor Day 2015 takes effect in 2017 It requires federal contractors to allow employees to accrue at least one hour of paid sick leave for every 30 hours they work and unused sick leave can be carried over from year to year Mid 2016 DOL regulations make millions more white collar employees eligible for overtime pay by greatly increasing the salary threshold for the white collar exemption Updates on the PATH Act Protecting Americans From Tax Hikes Pub L No 114 113 The DOL published the fiduciary rule in final form in April 2016 with full compliance scheduled for January 1 2018 The rule makes it clear that brokers who are paid to offer guidance on retirement accounts and Individual Retirement Arrangements IRAs are fiduciaries In early 2016 the Equal Employment Opportunity Commission EEOC announced it would allow charging parties to request copies of the employer s position statement in response to the charge The Supreme Court ruled that in constructive discharge timing requirements run from the date the employee gives notice of his or her resignation not the effective date of the resignation Certiorari was granted to determine if the Federal Arbitration Act FAA preempts consideration of severing provisions for unconscionability Parker's Wine Buyer's Guide, 7th Edition Robert M. Parker,2008-10-07 Featuring a fresh layout revised maps and more detail than ever before the seventh edition of Parker s Wine Buyer s Guide offers collectors and amateurs alike the ultimate resource to the world s best wines Understanding that buyers on every level appreciate a good deal Parker separates overvalued bottles from undervalued with wine prices instantly shifting according to his evaluations Indifferent to the wine s pedigree Parker s eminent 100 point rating system allows for independent consumer oriented inside information The latest edition of Parker s Wine Buyer s Guide includes expanded information on Spain Portugal Germany Australia Argentina and Chile as well as new sections on Israel and Central Europe As in his previous editions Parker provides the reassurance of a simple number rating predictions for future buying potential and practical overviews of regions and grapes Altogether an indispensable resource from the man the Los Angeles Times calls the most powerful critic of any kind *Handbook of Career Development in Academic Psychiatry and Behavioral Sciences, Second Edition* Laura Weiss Roberts, M.D., M.A.,Donald M. Hilty, M.D.,2017-04-12 With real world advice from professionals in the field this Handbook provides step by step guidance to approaching tasks and challenges that

face academic faculty members such as interviewing for positions evaluating contracts and offer letters reading and preparing a basic budget giving feedback and engaging in self care *Nursing2015 Drug Handbook* Lippincott,2014-04-16

The 35th edition of the best selling original drug handbook for nurses provides complete monographs for more than 900 generic and thousands of brand name drugs Monographs are consistently formatted for ease of use and focus on the practical information that nurses need Each monograph consists of generic and trade names pronunciation key pregnancy risk category pharmacologic class controlled substance schedule if applicable available forms indications and dosages administration with drug incompatibilities for I V drugs action including tables showing route onset peak duration and half life adverse reactions interactions effects on lab test results contraindications nursing considerations and patient teaching Also includes chapters on general drug information pharmacology pharmacotherapeutics pharmacogenomics safe drug administration therapeutic classifications and numerous appendices Text is complemented by free Toolkit containing hundreds of online resources You can also count on Nursing2015 Drug Handbook to tell you unapproved off label drug uses so you ll always know why a drug is prescribed And this year be a more confident nurse with fingertip access to 24 NEW FDA approved drugs NEW Safety information Preventing and treating extravasation Preventing exposure to hazardous drugs NEW Indication Dosage Appendices Nutritional supplements Antacids Laxatives NEW coverage of pharmacogenomics With the safeguards you ll find only in the Nursing2015 Drug Handbook it s easier than ever to stay current on the 2 821 latest changes to drug information and to avoid even the most common medication errors Adjust a dose feature for dosage adjustments needed by special populations Administration guidelines for all appropriate routes Expanded full color pill guide containing more drug images than in any previous edition Increased coverage of adverse reactions Includes those that occur with 1% greater frequency with special emphasis on life threatening adverse reactions Chapters on drug classes drug safety drug interactions and drug therapy across the lifespan Combination drug section Elder care medication tips and pediatric drug error information in appendices Evidence based off label indications and dosages FDA Black Box Warnings in appropriate drug monographs Interactions by Drug drug Drug food Drug lab tests Drug alternative therapy clearly identified Less Commonly Used Drugs appendix provides essential information including indications and dosages for very infrequently used drugs Overdose signs symptoms where appropriate Robust Web Toolkit with hundreds of tools and resources including monthly drug updates warnings and news capsules Safe Drug Administration chapter focuses on the most current guidelines ISMP initiatives and contemporary patient safety issues such as REMS preventing and treating extravasation and preventing exposure to hazardous drugs Safety alert icon for potentially toxic drugs I V drug incompatibility dialyzable drugs toxic drug drug interactions and much more **The OTA's Guide to Documentation** Marie Morreale,2024-06-01 The bestselling newly updated occupational therapy assistant OTA textbook The OTA s Guide to Documentation Writing SOAP Notes Fifth Edition explains the critical skill of documentation while offering multiple opportunities for OTA students to practice

documentation through learning activities worksheets and bonus videos The Fifth Edition contains step by step instruction on occupational therapy documentation and the legal ethical and professional documentation standards required for clinical practice and reimbursement of services Students and professors alike can expect the same easy to read format from previous editions to aid OTAs in learning the purpose and standards of documentation throughout all stages of the occupational therapy process and different areas of clinical practice Essentials of documentation reimbursement and best practice are reflected in the many examples presented throughout the text Worksheets and learning activities provide the reader with multiple opportunities to practice observation skills and clinical reasoning learn documentation methods create occupation based goals and develop a repertoire of professional language Templates are provided to assist beginning OTA students in formatting occupation based SOAP notes and the task of documentation is broken down into smaller units to make learning easier Other formats and methods of recording client care are also explained such as the use of electronic health records and narrative notes This text also presents an overview of the initial evaluation process delineating the roles of the OT and OTA and guidelines for implementing appropriate interventions New in the Fifth Edition Incorporation of the Occupational Therapy Practice Framework Domain and Process Fourth Edition and other updated American Occupational Therapy Association documents Updated information to meet Medicare Part B and other third party payer requirements Revised clinical terminology on par with current trends Added examples from emerging practice areas Expanded tables along with new worksheets and learning activities Included with the text are online supplemental materials for faculty use in the classroom this includes access to supplemental website worksheets learning activities and scenario based videos to practice the documentation process

Graduate Research Robert V. Smith, Llewellyn D. Densmore, Edward F. Lener, 2016-02-17 Graduate Research is an all in one resource for prospective and matriculated graduate students in the sciences The newly revised edition includes updates to every chapter Graduate Research covers a range of topics including writing and preparation of research proposals developing and refining teaching skills and ethics and compliance areas such as research involving human subjects and animals Graduate Research helps readers navigate the multidimensional and interdisciplinary world of scientific research and it is an invaluable resource for graduate researchers as well as those in advising or mentoring roles Discusses a broad range of topics including time management library and literature work and grant support Includes a new chapter on career planning and development with advice on careers in academia government and the private sector Contains chapters that promote the development of a varied set of communication skills Greatly expanded treatment of graduate study and research in international settings

Resume Writing 2015 Ashley Tucker, 2015-03-08 Resume Writing 2015 Up to date Resume Writing Guide to Get You Hired in 2015 The employment market is only getting increasingly more competitive especially considering there are more people than there are jobs In order to succeed in not only landing a job but in landing a dream job which must pay very particular attention to how we are marketing ourselves to future employers Let s

face it we are a brand the employer is the target market and we need to market ourselves in order to make the sale otherwise known as getting the job Treat your resume like free advertising for your brand and you will not only succeed in getting one job you will hopefully have your choice of a variety of jobs Resume Writing 2015 is an up to date resume writing tool You get advice on what employers are looking for in 2015 step by step instructions on how to structure and format your resume and how to write outstanding copy that will win your employer over and get you through to the next stage of the hiring process In RESUME WRITING 2015 you will get Hot Tips that are relevant to todays employment market The mindset you need in order to write a winning resume Details on formatting your resume Details on the copywriting required in your resume in order to sell yourself What you absolutely must not do on your resume A sample resume to show you exactly how to put it all into action And so much more If you re ready to land your dream job then go ahead and download your copy today **The Business Communication Handbook** Judith Dwyer,Nicole Hopwood,2019-07-18 The Business Communication Handbook 11e helps learners to develop competency in a broad range of communication skills essential in the 21st century workplace with a special focus on business communication Closely aligned with the competencies and content of BSB40215 Certificate IV in Business and BSB40515 Certificate IV in Business Administration the text is divided into five sections Communication foundations in the digital era Communication in the workplace Communication with customers Communication through documents Communication across the organisation Highlighting communication as a core employability skill the text offers a contextual learning experience by unpacking abstract communication principles into authentic examples and concrete applications and empowers students to apply communication skills in real workplace settings Written holistically to help learners develop authentic communication related competencies from the BSB Training Package the text engages students with its visually appealing layout and full colour design student friendly writing style and range of activities *The Complete Guide to Human Resources and the Law* Dana Shilling,2023 Getting a Job in the IT Industry Mary-Lane Kamberg,2016-07-15 In our modern digital world and information economy information technology IT specialists maintain the vast and constant flow of information and e commerce throughout the nation and world This book gets readers started on the road to landing a job in a lucrative and fascinating field that will only continue to expand in the coming years Whether managing office computer systems building and overseeing databases and other network and telecommunications infrastructure or working at a customer help desk novice IT hopefuls will find concrete beginning steps to their education and career in this book including techniques and tips for their job searches and general career advancement **The Business Student's Guide to Study and Employability** Peter Morgan,2016-11-10 Written in response to the pressures on universities to produce highly skilled and work ready graduates and intended to map across a three year business course this book contains the study and employability skills students need to succeed as a business student and graduate from essential study presentation and leadership skills to practical advice on getting that all important job after university Hands on

learning aids offer exercises for group work and self study Readers can expect the book to Help them adapt to a new culture and environment by setting out what is expected and what they can expect at university Help them bridge the gap between school and university by developing essential study skills such as critical thinking and time management Help them develop transferable skills that are sought after by employers including presentation skills leadership skills and commercial awareness Give them practical advice on getting that all important job after university with chapters on CV writing job hunting interviewing and networking among others The book is full of examples drawing on the author s own personal experience with the final chapter offering words of advice from current graduates and employees working in lots of different sectors all over the world including US Europe China and the UK The book is complemented by a companion website featuring a range of tools and resources for lecturers and students including an instructor manual and PowerPoint slides answers and guidance on skills assessment tasks templates and examples to download as well as additional chapter content on topics such as plagiarism and essay writing Suitable for all students taking a business degree Pharmacy William N. Kelly,2018-02-01 Now fully updated for its fourth edition Pharmacy What It Is and How It Works continues to provide a comprehensive review of all aspects of pharmacy from the various roles pathways and settings of pharmacists to information about how pharmacy works within the broader health care system Beginning with a brief historical perspective on the field the book discusses the many facets of the pharmacy profession It describes the role of pharmacists in different settings and provides information ranging from licensing requirements to working conditions highlighting the critical role of pharmacists within the health care system The author examines the drug use process with sections on distribution prescribing dispensing and pricing He also discusses the role of pharmacy support personnel A chapter on informatics explores how pharmacy has evolved through information technology and automation Additional chapters cover poison control pharmaceutical care pharmacy organizations the drug approval process and career development Designed for classroom and professional use the book contains numerous tools to facilitate comprehension including Learning objectives to help readers focus on the goals of each chapter Informative tables and figures summarizing data Summary paragraphs tying in salient points Discussion questions and exercises to test assimilation Challenges which place the material in broader context Websites and references to encourage further study This valuable text provides a look into the profession that is both broad and deep supplying a one stop introduction to a promising career in pharmacy The Counseling Practicum and Internship Manual, Third Edition Shannon Hodges,2019-10-16 This best selling guide to the practicum and internship experience written expressly for graduate counseling students by a seasoned counselor and educator is now substantially revised New and expanded content touches on CACREP developments trauma informed care social media mindfulness multicultural competencies and more With a strong focus on counseling as a specific professional identity the book helps graduate students and new counselors develop their own approach to counseling and supervision maintaining beneficial working relationships self care sharpening

writing skills and record keeping A completely new chapter focuses on trauma informed care developed from evidence based approaches Concise and accessible the book describes everything students need to know as they enter and progress through the practicum and internship process Replete with case examples and sample forms it encompasses information on how to select and apply for practicum internships in all settings It also examines ethical and legal issues ensuring student safety at field sites and clinical issues including teletherapy and termination Instructor and student ancillary materials are included with this new edition New to the Third Edition Updated to include content on 2014 ACA Code of Ethics and CACREP developments New chapter on trauma informed care including evidence based approaches Information on crisis intervention and de escalation Increased content on supervision styles and models Expanded information on student safety at field sites job searching dealing with mandated resistant clients and goal setting and self evaluation Receiving feedback from supervisors and providing feedback to peers Stages of change client willingness to change as counseling model Discussions about social media vicarious trauma cyberbullying and mindfulness Teletherapy including confidentiality issues hacking encryption and legal issues Multicultural counseling competencies Expanded case studies New Instructor s Manual and PowerPoint slides Key Features Focuses on counseling as a specific professional identity and mentors students in a supportive user friendly style Covers everything students need to know as they enter and progress through the practicum internship process Includes abundant case examples A concluding chapter on preparing for the job search r sum s cover letters and negotiating salary

The Emerald Handbook of Modern Information Management James M. Matarazzo,Toby Pearlstein,2017-12-19 This handbook aims to be an integral text for students of library and information science and a ready reference for information professional practitioners The chapters provide a construct through which any information professional may learn about the major challenges facing them in the early part of the 21st century

Handbook of Adolescent Transition Education for Youth with Disabilities Karrie A. Shogren,Michael L. Wehmeyer,2020-05-26 Now in a thoroughly revised and updated second edition this handbook provides a comprehensive resource for those who facilitate the complex transitions to adulthood for adolescents with disabilities Building on the previous edition the text includes recent advances in the field of adolescent transition education with a focus on innovation in assessment intervention and supports for the effective transition from school to adult life The second edition reflects the changing nature of the demands of transition education and adopts a life design approach This critical resource is appropriate for researchers and graduate level instructors in special and vocational education in service administrators and policy makers and transition service providers

A Career as a Mobile App Developer Jason Porterfield,2017-12-15 As smartphones and other mobile devices have become a fixture in our daily lives more and more innovative and useful apps are developed for them This informative book examines the steps needed to launch a career in the field of mobile app development including the skills readers will need and education and training requirements Readers will learn about potential careers within the programming marketing

payment and distribution processes behind mobile apps A sample r sum demonstrates how readers might present their skills to land an exciting new job *Resilient and Responsible Smart Cities* Hugo Rodrigues,Tomohiro Fukuda,Simon Elias Bibri,2022-07-22 This book gathers current research studies which explore new technologies in architecture and urban practices which ensure the efficient management of cities infrastructures and provide new solutions to the complex complications that may result in the tackling of challenges of population density traffic planning and city planning at the neighborhood scale or rather the scale of buildings and everyday life It offers a path towards city resilience and sustainable infrastructure with the aim of meeting the demands of mega cities The primary audience of this book will be academics and professionals from the fields of architecture urban planning civil engineering computer sciences and mathematics The book will aid them in their contributions to the implementation of sustainable development goals **Build** Mark Katz,2020 Build The Power of Hip Hop Diplomacy in a Divided World explores the inescapable tensions and ambiguities in the relationship between art and the state revealing the ethical complexities that lurk behind what might seem mere goodwill diplomatic tours Author Mark Katz makes the case that hip hop can be a valuable positive and effective means to promote meaningful and productive international relations between people and nations **Marketing Information Guide** ,1971

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