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# INTERNATIONAL CONSULTANT RESUME

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## Summary:

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A top-notch International Consultant with proven years of experience in international sales/ marketing functions and proven track record of building high net worth accounts in global markets; Demonstrated strengths in client relationship development cultural/ ethnic perspective, and task management across multiple functions, including Sales, Purchasing, Marketing and Finance; Well-versed in international business practices and protocol.

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## Professional Experience:

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Senior International Consultant January 2007 – Present  
Icon Information Consultants, Atlanta, GA

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## Responsibilities:

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Created and executed a business strategy to penetrate the local and regional market and introduces new clients to the firm in order to meet annual revenue goals.

Identified opportunities to cross –sell new products and services.

Coordinated with existing sales and Client Development Group teams to identify, develop, and close strategic sales opportunities.

Leaded and managed multiple client engagements.

Finalized and presented quality deliverables to client.

Established a trusted advisor role with clients and provided consistent, superior relationships management.

International Analyst May 2004 – December 2006

JDC Group, Atlanta, GA

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International Analyst May 2004 – December 2006

JDC Group, Atlanta, GA

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## Education:

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Master of Science in Business and Finance

Stanford University, CA, 1999

Bachelor of Science in Business Management

Stanford University, CA, 1997

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## Skills:

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- Good communication skills, both written and verbal
- Good negotiating and interpersonal skills
- Strong organizational and analytical skills

- A high standard of computer literacy

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## Awards and Honors:

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Dean's Lister, Stanford University, 1997  
Senior Member, MBA Association, 1999

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