

WILLIAM PEREZ

Professional Services Consultant

PROFESSIONAL SUMMARY

Accomplished Professional Services Consultant with 7 years of experience in delivering strategic solutions and optimizing client engagement. Expertise in conducting thorough needs assessments, implementing customized solutions, and enhancing operational efficiency. Dedicated to fostering long-term client relationships through innovative problem-solving and exceptional service delivery.

WORK EXPERIENCE

Professional Services Consultant

Apr / 2021-Ongoing

Blue Sky Innovations

Thicago, IL

- 1. Delivered consulting services for system implementation. integration, and data migration tailored to client needs.
- 2. Conducted comprehensive business requirements analysis to identify gaps and recommend solutions.
- 3. Managed HRIS implementation projects, ensuring alignment with client specifications and timelines.
- 4. Coordinated project resources, overseeing budget compliance and schedule adherence.
- 5. Customized software configurations and SQL database structures to enhance client operations.
- 6. Achieved top revenue producer status by exceeding sales quotas consistently.
- 7. Implemented client feedback mechanisms, resulting in high satisfaction ratings.

Professional Services Consultant

Apr / 2018-Apr / 2021

Lakeside Apparel Co

耳 Chicago, IL

- 1. Consulted with clients to ensure business continuity and service optimization.
- 2. Analyzed utilization data and prepared executive-level presentations showcasing key performance metrics.
- 3. Generated detailed financial reports, including gross margins and revenue forecasts.
- 4. Conducted trend analysis on sales and revenue to inform strategic
- 5. Produced ad-hoc reports utilizing advanced Excel and PowerPoint skills for data visualization.
- 6. Streamlined reporting processes to enhance efficiency and data accuracy.

EDUCATION

Bachelor of Business Administration

m Apr / 2015-Apr / 2018

University of California

F Phoenix, AZ

Studied business principles with a focus on management and consulting.

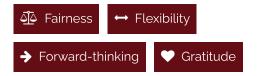
SKILLS

Client Communication User Experience Design Data Visualization Salesforce Expertise Microsoft Office Suite **Cloud Computing**

INTERESTS

Fashion **Gaming** Film Film Technology

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- Achieved a 25% increase in client satisfaction scores by implementing tailored service enhancements.
- Successfully led the integration of new HRIS for multiple clients, improving data accuracy by 30%.
- → Developed and delivered training programs that improved user adoption rates by 40%.