

# Sherill Alfredo

Business and management

## Profile

I have worked extensively in the areas of operations, marketing, sales, business development and strategy. I possess excellent communication skills and have a proven track record in leading teams to success. In my most recent role as Director of Sales & Marketing for a data analytics startup, I increased revenues by 400% within 18 months through effective go-to-market strategies and innovative product positioning. I am a highly driven individual who is always looking for new challenges to solve

## Employment History

### Business Manager at Deloitte - New York

Mar 2022 - Present

- Successfully decreased companywide expenditure by 15% in the first year of operation.
- Successfully launched 3 new product lines that generated \$10 million in revenue within the first 6 months.
- Expertly managed a team of 50 employees spread across 4 locations nationwide.

### Marketing Manager at Ernst & Young - California

Jul 2017 - Jan 2022

- Increased sales by 10% in the first quarter.
- Improved customer satisfaction ratings by 4%.
- Reduced employee turnover rates by 2%.
- Decreased production costs by 3%.
- Implemented new marketing strategy that generated 500 new leads.

## Education

### Bachelor's degree in business and management. at University of Notre Dame, Notre Dame, IN

Sep 2012 - May 2017

Some technical skills I learned while studying business and management include understanding financial statements, creating budgets, and developing marketing plans.

## Certificates

### Certified Public Accountant (CPA)

Jun 2019

### Chartered Financial Analyst (CFA)

Mar 2018

## Details

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## Links

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## Skills

Time management

Organization

Planning

Delegation of tasks

Effective communication

Presentation skills

## Languages

English

Bengali