

Cecilia Broggi

Business Manager

Profile

A business manager with experience in start-ups, product development, and team management. Proven ability to lead cross-functional teams to successful outcomes by building relationships, developing processes, and solving problems. Experienced in project management principles and practices with a solid understanding of financial analysis methods.

Employment History

Business Manager at Ernst & Young, Arizona

May 2022 - Present

- Developed and implemented new accounting procedures that improved accuracy and efficiency.
- Negotiated favorable terms with vendors that saved the company \$100,000 annually.
- Instituted a staff training program that increased productivity by 20%.
- Coded and tested specialized software to streamline data entry, saving 4 hours per day.
- Recommended changes to The organizational structure which yielded a 15% increase in profitability.

Business Development Manager at KPMG, California

Jul 2017 - Apr 2022

- Spearheading the development and implementation of a new CRM system that increased sales by 10%.
- Expanding the customer base by 20% through targeted marketing campaigns.
- Increasing employee productivity by 15% through process improvements and better workflow management.
- Reducing costs associated with procurement by 10% through more efficient operations.

Certificates

Six Sigma (SS)

Mar 2021

Project Management Professional (PMP)

Aug 2019

Certified Public Accountant (CPA)

Jan 2018

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Education

Bachelor's degree in business administration at Boston College, Chestnut Hill, MA

Aug 2013 - May 2017

I learned how to effectively communicate with people, both verbally and in writing. I also learned how to use various computer programs (such as Microsoft Office) and social media platforms (such as LinkedIn).

Links

[linkedin.com/in/ceciliabroggi](https://www.linkedin.com/in/ceciliabroggi)

Skills

Business management

Marketing

Strategic planning

Financial analysis

Organizational development

Business process improvement

Project management

Languages

English

Indonesian