

Dynasty Heaser

Executive

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📍 2716 30th Street Southeast,
Washington, DC 20020

EDUCATION

Bachelor's in Business at University of California, La Jolla, CA

Aug 2012 - May 2016

I learned how to research, write papers, and give presentations.

LINKS

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

SKILLS

Strategic thinking

Ability to make decisions

Leadership skills

Excellent communication skills

Analytical and problem solving skills

Interpersonal and people management skills

Organizational Skills

LANGUAGES

English

Portuguese

PROFILE

As an experienced executive, I have a proven track record in leading and driving organizational growth through effective strategy development and implementation. My areas of expertise include financial management, business operations, marketing & sales strategy, team building & leadership, and project management. In each role that I have held, I have utilized my analytical skills to identify opportunities for improvement within the organization which has led to increased revenue growth and profitability. Additionally, I am highly adept at developing relationships with key stakeholders (e.g., customers/clients) which is essential for long-term success. Leveraging my experience and skill set, I am confident in my ability to contribute positively to any organization seeking improvements in efficiency and effectiveness while also achieving bottom-line results

EMPLOYMENT HISTORY

● Chief Executive Officer (CEO) at Tata Consultancy Services (TCS) – Massachusetts

May 2022 - Present

- Sales increased by 25% in the first year.
- Market share increased from 15% to 20% in two years.
- Productivity increased by 10% in the first year.
- Employee satisfaction ratings increased from 4.5 to 4.7 on a 5-point scale.
- Won "Employer of the Year" award.

● Chief Operations Officer (COO) at Infosys Limited – New Jersey

Aug 2016 - Mar 2022

- Oversaw the development and implementation of a new business strategy that resulted in increased revenues by 15% year over year.
- Led the company through a successful merger with another organization, resulting in an increase in market share and overall profitability.
- Developed and implemented cost-saving measures that reduced expenses by 10% while still maintaining high levels of customer satisfaction.
- Directed the creation of a new product line that generated \$20 million in sales within its first year.
- Successfully negotiated favorable terms with suppliers, reducing costs by 5%.

CERTIFICATES

Certified Public Manager (CPM)

Oct 2020

Senior Professional in Human Resources (SPHR)

Apr 2019

Project Management Professional (PMP)

Jun 2017