

Justin Parker

Consultant

ABOUT ME

Independent management consultant with 9 years across strategy, operations, and post-merger integration for mid-market clients in industrials and healthcare services. Recent engagements focused on cost takeout, GTM redesign, and PE portfolio diligence. Comfortable running solo or staffing a small bench of subject experts.

PROFESSIONAL EXPERIENCE

Principal Consultant (Independent)

Raman Advisory LLC, Charlotte, NC | 2021 - Present

- Led 14 engagements for PE-backed industrials clients (\$40M-\$320M revenue), averaging \$187K per engagement with three repeat sponsors.
- Built 100-day plans for two carve-outs covering org design, TSA exit, and working capital, hitting EBITDA targets within the first two quarters.
- Ran commercial due diligence on a specialty distribution target; flagged channel concentration risk that reshaped the LOI terms.
- Replaced a Big-4 vendor on a procurement redesign and delivered category savings of 7-9% across indirect spend.
- Wrote and sold three follow-on SOWs by tying recommendations to operator KPIs the CEO already tracked.

Senior Consultant

Halverson Strategy Group, Charlotte, NC | 2018 - 2021

- Owned workstreams on cost transformation projects for two regional health systems; coached a team of three analysts.
- Modeled labor productivity gaps across 11 service lines and turned the analysis into a board-ready savings roadmap.
- Co-led a pricing refresh for a SaaS client that lifted ACV on the mid-market tier by roughly 12%.
- Built the firm's internal template for synergy tracking, later adopted on six PMI engagements.

CONTACT INFORMATION



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EDUCATION

MBA, Strategy and Finance, UNC Kenan-Flagler Business School, 2018

B.S. Industrial Engineering, Georgia Institute of Technology, 2014

KEY SKILLS

- Commercial due diligence
- Post-merger integration
- Cost transformation
- Operating model design
- Pricing strategy
- Financial modeling (Excel, Power Query)
- Tableau and Power BI
- Executive workshop facilitation
- SOW scoping and pricing