



Michael Harris

Management Consultant

CONTACT INFORMATION



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Portland, OR 12345

EDUCATION

BA, Business Administration, Reed College, 2020

KEY SKILLS

- SKU rationalization
- Demand modeling
- Client interview leadership
- Storylining and slide design
- Excel and Alteryx
- SQL
- Analyst coaching
- Recruiting

ABOUT ME

Consultant with 3 years of project experience across consumer goods and retail. Own complete workstreams, from hypothesis through client-ready output, and have started managing one to two analysts on engagement teams.

PROFESSIONAL EXPERIENCE

Consultant I 2022 - Present

Riverstone Advisory, Portland, OR

- Owned the SKU rationalization workstream for a national pet products retailer; recommendations cut the active assortment by 18% while protecting 97% of revenue.
- Managed one analyst and one client-side data lead through 9-week diagnostic; both still reach out for career advice.
- Built the demand transfer model that quantified cannibalization risk and unlocked C-suite approval on the cut list.
- Led 6 client interviews with category managers and turned the synthesis into the steering committee narrative.
- Authored the firm's internal training module on SKU rationalization, now used in onboarding.

Junior Consultant I 2020 - 2022

Riverstone Advisory, Portland, OR

- Built models and decks across three operations and growth strategy engagements for consumer goods clients.
- Took ownership of the weekly client status check-in by month 4 on my first project.
- Co-led recruiting for the West Coast undergraduate target schools; 11 of 14 offers converted that cycle.