



Charlotte, NC 12345



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KEY SKILLS

- Operations diagnostics
- Post-merger integration
- Executive storylining
- Financial modeling (Excel, Alteryx)
- Client workshop facilitation
- Tableau
- SQL (intermediate)
- Lean Six Sigma Green Belt

Dorothy Martinez

Management Consultant

Senior consultant with 7 years across operations strategy and post-merger integration for industrial and healthcare clients. Lead 4-6 person teams through diagnostics, executive workshops, and implementation. Known for translating messy operational data into decisions a client COO will actually sign off on.

PROFESSIONAL EXPERIENCE

SENIOR CONSULTANT

CAVENDISH HOLLIS PARTNERS, CHARLOTTE, NC | 2021 – PRESENT

- Led operations diagnostic for a \$1.4B specialty chemicals client, identifying \$63.2M in run-rate margin opportunity across procurement, planning, and maintenance.
- Managed three associate consultants and two client analysts; ran weekly steering committee with the CFO and VP of Supply Chain.
- Built integration playbook used on two follow-on PMI engagements after a regional acquisition closed ahead of plan.
- Coached two analysts through promotion to consultant; one was staffed as my deputy on a hospital system engagement.

CONSULTANT

CAVENDISH HOLLIS PARTNERS, CHARLOTTE, NC | 2019 – 2021

- Owned the commercial workstream on a salesforce effectiveness study for a medical device manufacturer; recommendations adopted across 4 of 5 regions.
- Rebuilt the firm's pricing diagnostic template after the original missed a tiering error on two engagements.
- Ran client interviews with plant managers across 6 states and synthesized findings into the final readout deck.
- Promoted to senior consultant 4 months ahead of cohort average.

BUSINESS ANALYST

NORTHWELL REGIONAL HEALTH (INTERNAL STRATEGY), RALEIGH, NC | 2017 – 2019

- Supported the strategy office on service line expansion analyses for cardiology and orthopedics.
- Built the volume forecast model that is still used by the FP&A team.
- Drafted board materials and shadowed the SVP of Strategy on payer negotiations.

EDUCATION

MBA, Kenan-Flagler Business School (UNC), 2021

BA, Economics, Davidson College, 2017