

Christopher Clarke

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Highly motivated business strategy professional with 4+ years of experience in strategy consulting. Skilled in developing & implementing strategic plans, conducting market research, & analysing data to identify trends & opportunities. Proven ability to work collaboratively with cross-functional teams to drive business growth. Strong communication & presentation skills, & experience presenting findings to senior executives.

EDUCATION

MSc Management Consultancy
UCD Michael Smurfit Graduate Business School **August 2019 – September 2020**

Grade Achieved: First Class Honours | 3.96 GPA | First Place on Programme (PwC Consultancy Prize)
Core Modules Completed: Competitive & Corporate Strategy and Managing Organisational Change

Bachelor of Business Studies (Hons)
Dublin City University **August 2015 – June 2018**

Grade Achieved: First Class Honours | First Place on Programme (DCU William Murray Award)
Core Modules Completed: Business Strategy, Project Management and Financial Management

PROFESSIONAL EXPERIENCE

Strategy Consultant, Accenture, Dublin 2, Ireland **April 2021 – Present**

Multinational Banking Group Divestment

- Facilitated 50+ seller-acquirer workshops from due diligence to completion and defined divestment scope
- Completed an extensive analysis of 15+ seller & acquirer products to verify fit & smoothen divestment
- Assessed customer population complexity through data modelling to inform the divestment approach

Global Technology Conglomerate Operating Model Transformation

- Defined a target European operating model for the largest Fortune 500 technology conglomerate
- Launched a successful pilot of the operating model across 15 subsidiary companies and 30+ countries
- Delivered strategic change plan with sponsorship, communications & training to drive transformation

Innovation & Strategy Analyst, Love Lucy, Dublin 15, Ireland **October 2020 – April 2021**

- Conceptualised Android & iOS apps, resulting in 1,000+ downloads, enhancing the customer experience
- Led implementation of WooCommerce ecommerce platform delivering €10,000+ in monthly revenue
- Integrated online store with social media platforms enabling 10% of sales from on-platform purchases

External Strategy Consultant, Grant Thornton, Dublin 2, Ireland **February 2020 – May 2020**

- Ascertained four insurance industry trends precipitated by InsurTech via primary & secondary research
- Conducted competitive analysis of Irish insurance industry across three market segments
- Elucidated global best practices across 10+ countries transferable to Irish insurance firms

Strategy Consultant, Euro Safety Glass, Dublin 12, Ireland **September 2019 – February 2020**

- Completed external industry analysis with 5+ strategic frameworks & databases (LexisNexis & Refinitiv)
- Evaluated financial health by analysing financial statements and 20+ debt, liquidity & profitability ratios
- Performed internal analysis of 10+ core resources and capabilities to determine the competitive position

Strategy & Operations Analyst, Euro Safety Glass, Dublin 12, Ireland **June 2014 – August 2019**

- Optimised inventory management systems reducing excess inventory by up to 40% across branches
- Implemented order notification system with smart technology & wireless networking in 5000m² depot
- Introduced electronic depleted stock notifications across 40+ devices elevating inventory control efficacy

SKILLS & CERTIFICATIONS

- **Skills:** Data Analysis, Strategic Thinking, Competitive Assessment, Communication & Problem Solving
- **Tools:** Power BI, Tableau, Excel, PowerPoint, Word, Outlook, Teams, Visio, Project & SharePoint
- **Certifications:** PRINCE2, Duke University Business Metrics & Accenture Financial Professional