



F.G. @ blu pagoda

To ensure equal opportunity and reduce implicit bias, we only include the first and last initial of our candidates for screening purposes.

CliftonStrengths:

1. Maximizer	6. Command
2. Futuristic	7. Strategic
3. Activator	8. Relator
4. Connectedness	9. Empathy
5. Individualization	10. Discipline

SUMMARY

Visionary Consultant, Certified Scrum Master (PSM-I) and Product Owner (PSPO), with an MBA and over 15 years of relevant experience. Passionate about strategy and problem-solving with an eye for intricacies to combine purpose-driven technology and innovation with social impact, justice, and progressive activism. Intuitive Agile Strategist with a deep understanding of the software development lifecycle including discovery, design, development, deployment, and customer support.

AREAS of EXPERTISE

- Leadership
- Agile with Scrum
- Influencing
- Managing Ambiguity
- SaaS, Digital Solutions
- Strategy

Agile Scrum Certifications

- **Professional Scrum Product Owner I (PSPO I):** Passed with 91% on the first attempt.
- **Professional Scrum Master I (PSM I):** Passed with 96% on the second attempt.

EXPERIENCE

*gaps due to periods of serving as a primary caregiver or full-time student

Self-Employed Consultant

Blu Pagoda LLC

Digital Solutions

- Steering the stakeholder relationships for building and implementing strategy to create and deliver regulated financial disclosures to millions of clients in one of the world's largest brokerage industry consolidations.
- Piloted the conception, development, approvals, and implementation of a strategic Digital Solutions project at one of the top 10 largest banking institutions in the world.

January 2014 - Present

January 2022 - Present

Circles International **July - December 2021**
Partnerships **Remote**

- Collaborated and negotiated as a key player with potential and existing clients to optimize coaching and workshop services provided.
- Generated new client relationships and additional business revenue through maximizing efficiency of project management systems.

Everwell powered by Aflac **July - December 2016**
B2B SaaS Insurance **Remote**

- Instrumental in collaborating and negotiating with potential and existing clients to optimize coaching and workshop services provided.
- Generate new client relationships and additional business revenue through improving project management system

Freelance **January 2014 - Present**
Strategic Coaching **Remote**

- Enabled first clients in achieving goals for securing double salary to \$90K within three months.
- Delivered proactive support to client that supported development of business from sole proprietorship to add two part-time employees within first year.

Related Employment

VisitorsCoverage Inc. **2017 – 2018**
Business Development, SaaS **Santa Clara, CA**

- Strategically positioned as liaison to communicate market demands and business strategy as well as balanced external requests with internal business goals.
- Spearheaded client recruitment, onboarding, and account management initiatives for growth of \$258K in premiums and 23 sale active clients within first six months from launch.
- Played an anchored role in building new revenue stream across B2B Silicon Valley market while serving as cultural bridge between historically B2C South Asian markets.

NeonCRM **2013 – 2014**
Nonprofit Sales Consultant **Chicago, IL**

- Exceeded sales quotas within first three months of employment.

Obama's Presidential Campaign for Change, Southwest Missouri **2008**
Field Organizer **Rural Southwest, MO**

- Recruited and trained over 100 local and visiting volunteers on election and GOTV activities.

MLK, Jr. Elementary School, Atlanta, Georgia **2003-2006**
Early Intervention Program (EIP) Teacher **Riverdale/Atlanta, GA**

- Learned and trained colleagues to implement new software tools for literacy assessment.

EDUCATION

Oklahoma State University, Tulsa, OK **December 2012**
Master of Business Administration; International Studies Graduate Certificate

Agnes Scott College, Atlanta, GA **May 2003**
Bachelor of Arts