Elena Kowalczyk

BUSINESS CONSULTANT

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SUMMARY

Business consultant with 9 years in finance and operations roles, the last 3 running an independent practice for manufacturers and distributors in central Ohio. Finds margin and process problems, builds Excel and Power BI models owners keep using, and has delivered 22 engagements with an average 11% cost reduction.

SKILLS

Business Consulting • Process Improvement • Financial Modeling • Excel • Power BI • PowerPoint • Salesforce CRM Implementation • Project Management • Time Management

EXPERIENCE

Business Consultant 02/2023 - Present

Kowalczyk Advisory LLC Columbus, OH

Own an independent business consulting practice serving manufacturers, distributors and service firms with $5M-$60M in revenue.

- Deliver **22** business consulting engagements on pricing, inventory and process improvement, with clients cutting costs 11% on average.
- Build financial modeling workbooks in Excel and Power BI dashboards that give 14 owners weekly views of margin, cash and backlog.
- Present findings and roadmaps to owners and boards in PowerPoint, with 80% of recommendations adopted within 6 months.
- Lead CRM implementation in Salesforce for 6 sales teams, lifting quote follow-up rates from 40% to 85%.

Senior Consultant 06/2019 - 01/2023

Brightwater Partners Columbus, OH

Mid-market operations and cost consulting firm with 40 consultants.

- Ran 12 operations and cost projects for industrial and healthcare services clients, directing teams of 3-5 analysts.
- Mapped order-to-cash processes at a $40M distributor and cut invoice cycle time by 9 days.
- Wrote project management plans, status reports and steering committee decks for engagements up to $600K in fees.

Financial Analyst 07/2017 - 05/2019

Lakeshore Industrial Supply Cleveland, OH

Industrial MRO distributor with $120M in sales and 9 branches.

- Prepared monthly branch variance reports in Excel for 9 branches and the CFO.
- Created a SKU profitability model that led to dropping 1,400 slow items and freeing $2.1M in inventory.
- Partnered with branch managers on annual budgets and forecasts, holding forecast error under 4%.

EDUCATION

Bachelor of Science in Business Administration 05/2017

The Ohio State University Columbus, OH

Finance

CERTIFICATES

Certified Management Consultant (CMC)

Institute of Management Consultants USA

09/2024

Lean Six Sigma Green Belt

ASQ

03/2020