

AMARA PATEL

Business Development Analyst

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☎ (123) 456-7890

📍 San Diego, CA

in [LinkedIn](#)

🐙 [Github](#)

WORK EXPERIENCE

Business Development Analyst

Visionary Industries

📅 2019 - current 📍 San Diego, CA

- Developed visual dashboards using Power BI to improve data-driven decision-making by 28%.
- Collaborated across teams to identify new business opportunities that **increased partnership revenue by 31%**.
- Created clear presentations on PowerPoint that resulted in a 14% increase in client conversion rates.
- Analyzed marketing campaigns, leading to a 26% increase in return on investment.

Business Development Coordinator

Acme Enterprises

📅 2016 - 2019 📍 San Diego, CA

- Streamlined lead generation with HubSpot that increased qualified leads by 29%.
- Tracked campaigns in Outreach, resulting in **37% more scheduled sales meetings**.
- Conducted market research through SurveyMonkey forms that gathered customer feedback, influencing product development that boosted customer satisfaction by 19%.
- Managed project progress using JIRA, improving efficiency by 28%.

Market Research Assistant

Strategic Marketing Solutions

📅 2014 - 2016 📍 Los Angeles, CA

- Researched website traffic with Google Analytics, leading to a 19% increase in user engagement.
- Reviewed market data to gather valuable customer insights for strategic decision-making.
- Designed visually compelling Prezi presentations to communicate research findings, **increasing stakeholder understanding by 41%**.
- Applied advanced data analysis techniques in Microsoft Excel to uncover market trends, leading to a 27% improvement in strategic insights.

EDUCATION

Bachelor of Arts

Business Administration

[University of California, Berkeley](#)

📅 2010 - 2014

📍 Berkeley, CA

SKILLS

- HubSpot
- Google Analytics
- Outreach
- Power BI
- SurveyMonkey
- Microsoft Excel
- Prezi
- JIRA

CERTIFICATIONS

- Certified Business Development Professional (CBDP)