




DUSTIN CHAO

DIRECTOR OF BUSINESS DEVELOPMENT

CONTACT

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Brooklyn, NY 
[LinkedIn](#) 
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EDUCATION

Bachelor of Science
Business Administration
University of Pittsburgh
2008 - 2012
Pittsburgh, PA

SKILLS

Leadership
Data Analysis
Strategic Planning
Lead Generation
Sales
Negotiation
Process Optimization
Microsoft Excel
HubSpot

CERTIFICATIONS

CSP
PMP
SIOR

WORK EXPERIENCE

Director of Business Development

Stride Consulting

July 2017 - current / New York, NY

- Led, developed, and executed marketing strategies to generate new business worth over \$2M in revenue
- Exceeded sales qualified leads (SQL) goals by over 15% through a combination of inbound and outbound lead generation
- Hired and developed a team of 7 sales and business development staff
- Developed a data-driven approach to tracking, and automating business development processes, saving over 50 hours of manual work each month

Business Development Manager

Nexamp

April 2014 - June 2017 / Albany, NY

- Owned all phases of solar project development, from lead generation through planning and construction for projects worth over \$7M in revenue
- Managed a team of 5 junior business development staff to improve lead generation and increase revenue by 18%
- Directed development schedule and budget to ensure 100% of projects were completed on time and under budget
- Collaborated with state, county, and local governments to increase adoption of solar energy, resulting in a 22% increase in new clients

Business Development Associate

Nexamp

April 2012 - April 2014 / Albany, NY

- Worked on digital email and social lead campaign strategies to increase lead generation by 25% year over year
- Built and maintained relationships with consumer and business customers to understand their needs and improve the conversion rate by 15%
- Documented lead generation processes to coach 13 other team members to utilize and enhance these processes
- Recognized as the top business development associate for 2013 and 2014