

# Brian T. Wayne

## Business Development Consultant

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### Profile

I'm Brian Thomas Wayne, a business development consultant with a passion for helping companies achieve their growth potential. With my MBA degree and extensive experience in strategy and relationship building, I strive to provide innovative solutions that drive success for my clients.

### Education

**Master of Business  
Administration,**  
*Harvard Business School*  
2016 – 2018 | Boston

**Master of Business  
Administration,**  
*Harvard Business School*  
2015 – 2018 | Boston

### Languages

- English
- Spanish

### Professional Experience

**Business Development Consultant, Appleseed Inc.**

2022 – present | New York

- Developed and implemented strategic plans resulting in a 30% increase in new business opportunities.
- Collaborated with cross-functional teams to drive business growth and expansion.
- Established and maintained relationships with key partners resulting in a 25% increase in sales revenue.
- Conducted market research and analysis to identify new market opportunities resulting in the successful launch of a new product line.

**Business Development, aexus**

2018 – 2022 | Los Angeles, USA

- Worked closely with tech and software companies to provide expert sales outsourcing services
- Built and managed dedicated sales teams in Europe, the Americas, and Asia Pacific
- Contributed to Aexus Sales Outsourcing's proven track record of success in acting as an extension to the sales force of over 500+ vendors of new and innovative software and tech products, services, and solutions since the year 2000.

### Skills

- Strategic thinking and problem-solving
- Relationship building and networking
- Creative and innovative thinking.

### Awards

**Outstanding Business Student Award,**  
*University of Southern California, 2014*

**Dean's List, University of California, Los Angeles, 2015-2016**