

# Lucas Ferreira

Brazil | Male | 28

*Target MSc: Strategy*

## PROFESSIONAL EXPERIENCE

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Business Development Manager - Tech Startup (Jan 2018 - Sep 2023)

Developed strategic partnerships with B2B clients and industry partners

Led market research to identify growth opportunities and new revenue streams

Designed and executed business expansion strategies, increasing revenue by 35%

Managed CRM systems and tracked sales pipelines to ensure targets were met

Sales Representative (2012 - 2017)

Managed client accounts and developed strong customer relationships

Achieved monthly and quarterly sales targets consistently

Assisted in sales strategy, pricing, and promotional campaigns

## EDUCATION

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High School Diploma, Public High School São Paulo, 2008 - 2011

Focus on economics, business fundamentals, and entrepreneurship

## SKILLS

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Business development, strategic planning, CRM, sales analytics

## LANGUAGES

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Portuguese (native), English (good)

## PERSONAL INTERESTS

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Scaling businesses, leadership, entrepreneurship, mentorship