

# Lucas Ferreira

Brazil | Male | 30

*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