

Vansh Makvana

Business Development Maanager

Professional Business Developer with more than four years of experience in the business development processes. Involved in product testing, management, and development of new business opportunities.

vm123@gmail.com 202-555- New York, 8166 USA linkedin.com/in/jane.roejane.roe

SKILLS

Public Speaking	Negotiation	Teamwork
SEO	Research	Emotional Intelligence
Decision Making	& Intelligence	Outbound Marketing
Email Marketing	Strategy	Sales & Advertising
	Google Marketing	
	Analytics	

Work Experience

Business Development Manager

AirState Solution

09/2014-06/2017

New York, USA

- Successfully managed \$2 - 3 million budget projects and successfully achieved the project scheduled goals.
- Developed and implemented new marketing and sales plans and defined the strategy for the next 5 years.
- Reviewed constantly the customer feedback and then suggested ways to improve the processes and customer service levels which increased the satisfaction rate from 81 % to 95%.
- Ensured that new clients will grow into a loyal customer base in a specialist niche market by implementing a new loyalty program.

Business Development Manager

AirState Solution

09/2014-06/2017

Chicago, USA

- Increased the customer satisfaction rate by 25% by improving the customer service.
- Planned, supervised, and coordinated daily activity of 3 junior business analysts.
- Improved the communication with the Marketing department to better understand the competitive position.
- Directed the creation and implementation of a Business Continuity Plan, and the management of audit programs.

Education

MSc in Economic and Business Administration

The University of Chicago

09/2008-06/2010

Organizations

American Management Association (2015-Present)	Association of Private Enterprise Education (2015-Present)
eBusiness Association(eBA)(2013- Present)	

Languages

English <i>Native or bilingual Proficiency</i>	Spanish <i>Full Professional Proficiency</i>	French <i>Limited Working Proficiency</i>
---	---	--