

Vansh Makvana

Business Development Manager

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

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