

Professional Summary

Results-driven AG10 professional with 3+ years of experience in B2B sales, product management, channel partner management, and business development. Proven track record of driving growth, leading cross-functional teams, and fostering strategic partnerships. Skilled in entrepreneurship, start-ups, business development, and digital marketing, with a strong passion for innovation and team leadership.

Professional Experience

Senior Business Development Manager

Inazuma.co | January 2020 - Present

Business Development Manager

GreenTech Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded the launch of a new product line, resulting in \$1.5M in revenue within the first six months.
- Developed and executed a social media marketing strategy, increasing followers by 500% in three months.

Responsibilities:

- Managed a team of sales representatives to achieve quarterly targets.
- Conducted market research to identify new business opportunities.

Product Manager

AgroStartups | January 2017 - May 2018

Key Achievements:

- Successfully launched a new product, achieving a customer satisfaction rate of 95%.
- Collaborated with the development team to reduce product development time by 30%.

Responsibilities:

- Conducted competitor analysis to inform product development strategies.
- Worked closely with the marketing team to develop product launch plans.

Sales Representative

FarmFresh | June 2015 - December 2016

Key Achievements:

- Consistently met or exceeded quarterly sales targets, earning a spot in the company's President's Club.
- Developed strong relationships with key clients, resulting in a 25% increase in repeat business.

Responsibilities:

- Generated new business leads through cold calling and networking events.
- Provided exceptional customer service to ensure high client satisfaction.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Entrepreneurial Finance
- Marketing Strategy
- Organizational Behavior

Technical Skills

Digital Marketing:

- Social Media Marketing
- SEO
- SMO
- Digital Marketing Strategy

Productivity Software:

- Microsoft Excel
- PowerPoint
- Microsoft Word
- Microsoft Office

Creative Tools:

- Photoshop

Business Development:

- Entrepreneurship
- Start-ups
- Business Strategy

- Venture Capital

Leadership and Team Management:

- Team Building
- Leadership
- Teamwork
- Team Management
- Channel Account Management