

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, leading cross-functional teams, and fostering strategic partnerships. Proven track record of success in sales, management, and business development, with a strong ability to navigate complex business landscapes.

Professional Experience

Senior Vice President, Business Development (BD09)

Inazuma.co | January 2020 - Present

Vice President, Business Development

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased revenue by 35% through strategic partnerships with Fortune 500 companies.
- Developed and executed a global expansion plan, entering 3 new markets.

Responsibilities:

- Led a team of 8 in business development and sales.
- Managed a \$5M budget for business development initiatives.

Director, Sales & Business Development

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Boosted sales by 25% within the first year through targeted sales strategies.
- Established partnerships with key industry players, enhancing the company's market presence.

Responsibilities:

- Managed a team of 4 in sales and business development.
- Coordinated with the marketing team to launch new product lines.

Business Development Manager

Apex Ventures | September 2009 - February 2012

Key Achievements:

- Successfully launched a new product line, achieving \$1M in sales within the first quarter.
- Developed and maintained relationships with key clients, ensuring a 95% client retention rate.

Responsibilities:

- Identified new business opportunities through market research and analysis.
- Collaborated with the product development team to tailor products to market needs.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Partnership Development
- Market Analysis
- Growth Strategy

Management:

- Team Leadership
- Budget Management
- Cross-Functional Collaboration

Sales:

- Sales Strategy
- Client Relationship Management
- Negotiation Techniques