

## Professional Summary

Results-driven Business Development Executive with 15+ years of experience in driving revenue growth, improving services, and reducing costs. Proven track record of success in strategic planning, talent acquisition, and team leadership. Skilled in navigating international business landscapes and fostering strong customer relations.

## Professional Experience

### Senior Vice President, Business Development (BD10)

Inazuma.co | January 2020 - Present

### Director, Business Development (BD8)

NovaTech Inc. | June 2018 - December 2019

#### **Key Achievements:**

- Increased sales by 18% through strategic partnerships and market expansion
- Developed and implemented a recruitment strategy, reducing turnover by 25%

#### **Responsibilities:**

- Led business development teams across 3 regions
- Conducted market research and competitor analysis to inform business decisions

### Senior Manager, Talent Acquisition

Pinnacle Consulting | March 2015 - May 2018

#### **Key Achievements:**

- Improved time-to-hire by 40% through process optimization
- Enhanced employer brand, increasing job applications by 50%

#### **Responsibilities:**

- Managed a team of recruiters and sourcers
- Developed and executed recruitment marketing campaigns

### HR Business Partner

Apex HR Solutions | January 2012 - February 2015

#### **Key Achievements:**

- Designed and implemented a performance management system, improving employee engagement by 30%
- Collaborated with leadership to develop and implement HR policies

**Responsibilities:**

- Provided HR support to 200+ employees
- Conducted training sessions on HR best practices

## Recruiter

Emerald Staffing | June 2008 - December 2011

**Key Achievements:**

- Consistently met or exceeded monthly recruitment targets
- Built strong relationships with clients, resulting in a 90% client retention rate

**Responsibilities:**

- Sourced and screened candidates for various roles
- Coordinated interviews and job offers

## Education

**Master of Business Administration (MBA)**

Harvard University | 2008

**Relevant Coursework:**

- Strategic Management
- Marketing Management
- Human Resources Management

## Technical Skills

**Business Development:**

- Strategic Planning
- Business Strategy
- Market Research
- Competitor Analysis

**Human Resources:**

- Recruiting
- Talent Acquisition

- Talent Management
- Employee Relations
- HR Policies
- HRIS

**Marketing Communications:**

- Marketing Strategy
- Branding
- Social Media Marketing
- Content Creation

**Leadership and Management:**

- Team Leadership
- Team Management
- Leadership Development
- Succession Planning

**Software Proficiency:**

- Microsoft Office
- Google Suite
- HRIS Systems