

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth through strategic market research, data analysis, and innovative solutions. Proven track record of success in leading cross-functional teams and fostering strong client relationships.

Professional Experience

Senior Vice President, Business Development (BD10)

Inazuma.co | January 2020 - Present

Director, Business Development (BD8)

Eclipse Insights | June 2018 - December 2019

Key Achievements:

- Spearheaded a team that achieved a 35% increase in new business acquisitions within 12 months.
- Developed and implemented a market research framework that enhanced client engagement by 25%.

Responsibilities:

- Managed a team of business development professionals.
- Conducted in-depth market analyses to inform business strategies.

Senior Business Development Manager (BD6)

Pinnacle Market Analytics | March 2015 - May 2018

Key Achievements:

- Successfully led the launch of a new product line, resulting in \$1.2 million in revenue within the first year.
- Built and maintained strategic partnerships with key industry players.

Responsibilities:

- Coordinated with cross-functional teams to develop and launch new products.
- Analyzed market trends to identify business opportunities.

Business Development Manager (BD4)

Apex Research Solutions | September 2012 - February 2015

Key Achievements:

- Achieved a 50% increase in sales revenue through targeted business development efforts.
- Developed and delivered client presentations that secured new business deals.

Responsibilities:

- Conducted market research to support business development initiatives.
- Collaborated with the sales team to meet and exceed sales targets.

Education

Master of Business Administration (MBA)
Harvard Business School

Relevant Coursework:

- Marketing Strategy
- Financial Management
- Data Analysis for Business Decisions

Technical Skills

Data Analysis & Research:

- Stata
- Nielsen Galaxy Explorer
- Experian Simmons

Productivity & Presentation:

- Microsoft Office
- PowerPoint
- Excel

Market Intelligence:

- Market Research
- Nielsen