

Professional Summary

Results-driven Business Development Manager with 7.8+ years of experience in the Software Development industry, leveraging technical expertise to drive growth through innovative value propositions, digital marketing, and strategic client relationships.

Professional Experience

Senior Business Development Manager (BD09)

Inazuma.co | January 2020 - Present

Business Development Manager (BD07)

TechForge Inc. | June 2018 - December 2019

Key Achievements:

- Increased revenue by 25% through strategic partnerships and targeted marketing campaigns.
- Developed and implemented a product development roadmap, resulting in a 30% reduction in time-to-market.

Responsibilities:

- Managed a team of business analysts to identify market opportunities and develop value propositions.
- Collaborated with the product development team to integrate client feedback into product enhancements.

Senior Business Analyst

SoftProd Solutions | March 2015 - May 2018

Key Achievements:

- Improved client satisfaction ratings by 40% through effective relationship management and tailored solutions.
- Conducted market research to inform the development of a new product line, resulting in a 20% increase in sales.

Responsibilities:

- Analyzed market trends and competitor activity to inform business development strategies.
- Worked closely with the sales team to develop targeted pitches and proposals.

Business Development Associate

StartUpHub | January 2013 - February 2015

Key Achievements:

- Assisted in the development of a successful crowdfunding campaign, raising \$500,000 in seed funding.
- Built relationships with key stakeholders to secure partnerships with industry leaders.

Responsibilities:

- Conducted market research to identify opportunities for growth and expansion.
- Supported the development of marketing materials and pitch decks.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Growth Strategies
- Value Proposition Development
- Client Relationship Management

Digital Marketing:

- Social Media Marketing
- Content Marketing
- Search Engine Optimization (SEO)

Software Development:

- Web Development (HTML, CSS, JavaScript)
- Mobile App Development (iOS, Android)
- Database Management (MySQL, MongoDB)