# Professional Summary

Results-driven Business Development Executive with 10+ years of experience driving growth in the computer software industry. Proven track record of leveraging technical expertise and business acumen to forge strategic partnerships and expand market share. Skilled in navigating complex sales cycles, leading cross-functional teams, and cultivating long-term client relationships.

# Professional Experience

## Senior Vice President, Business Development (BD09)

Inazuma.co | January 2018 - Present

## Director, Business Development

NovaTech Inc. | June 2015 - December 2017

**Key Achievements:**

- Spearheaded a team that closed a $10M software licensing deal with a Fortune 500 company
- Developed and executed a digital marketing strategy, increasing website traffic by 50% in 6 months

**Responsibilities:**

- Managed a team of 5 Business Development Representatives
- Identified and pursued new business opportunities through networking and market research

## Senior Business Development Officer

Pinnacle Software Solutions | March 2012 - May 2015

**Key Achievements:**

- Consistently exceeded quarterly sales targets, earning 'Top Performer' awards for 3 consecutive years
- Built and maintained relationships with key decision-makers at major software companies

**Responsibilities:**

- Generated new business leads through cold calling, email marketing, and industry events
- Collaborated with the sales team to develop and present customized software solutions

## Business Development Officer

TechCorp | January 2010 - February 2012

**Key Achievements:**

- Successfully onboarded 10 new clients within the first year, resulting in a 20% increase in company revenue
- Assisted in the development of the company's first digital marketing campaign

**Responsibilities:**

- Conducted market research to identify potential clients and industry trends
- Provided exceptional customer service to existing clients, resulting in a 95% client retention rate

# Education

**Bachelor of Engineering - BE**
University of California, Berkeley | June 2009

# Technical Skills

**Productivity Software:**

- Microsoft Office (Expert)
- Microsoft Excel (Advanced)
- Google Workspace

**Customer Service Tools:**

- Zendesk
- Freshdesk

**Digital Marketing:**

- SEO (Search Engine Optimization)
- Google Analytics
- Social Media Marketing

**Engineering and Development:**

- Programming languages: Python, Java, C++
- Familiarity with Agile development methodologies