

Professional Summary

Results-driven Food & Beverages executive with over 15 years of experience in driving sustainable development, leveraging AI for innovative user interfaces, and spearheading new product development. Proven track record of successful brand management and sales growth in competitive markets.

Professional Experience

Director of Sustainable Development & Innovation

Inazuma.co | January 2020 - Present

Senior Manager, New Product Development

Tastebud Inc. | June 2018 - December 2019

Key Achievements:

- Successfully launched 3 new product lines, resulting in a 25% increase in annual sales.
- Developed and implemented a sustainable packaging strategy, reducing waste by 30%.

Responsibilities:

- Led cross-functional teams in product development and launch.
- Conducted market research to identify trends and opportunities.

Brand Manager

FreshFusion Foods | March 2015 - May 2018

Key Achievements:

- Increased brand visibility by 40% through targeted marketing campaigns.
- Collaborated with the sales team to achieve a 15% increase in quarterly sales.

Responsibilities:

- Managed brand positioning and messaging across all media channels.
- Analyzed market trends to inform product development and marketing strategies.

Sales Representative

GreenBite Beverages | January 2012 - February 2015

Key Achievements:

- Consistently met or exceeded monthly sales targets, with a peak increase of 20% in one quarter.
- Established strong relationships with key clients, leading to long-term contracts.

Responsibilities:

- Generated new business leads and maintained existing client relationships.
- Conducted product demonstrations and training sessions for clients.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Marketing Strategy
- Sustainable Business Practices
- Innovation and Entrepreneurship

Technical Skills

Business & Management:

- Sales Strategy
- Brand Management
- New Product Development

Technology & Innovation:

- AI for User Interfaces
- Sustainable Development Practices
- Data Analysis for Business Insights

Soft Skills:

- Leadership & Team Management
- Communication & Presentation
- Problem-Solving & Adaptability