Professional Summary

Results-driven Business Development Executive with 12+ years of experience in driving strategic growth, leading cross-functional teams, and fostering strong relationships with key stakeholders. Proven track record of success in navigating complex tendering processes in PSU & Govt. sectors, with a strong background in management, pre-sales, and business development.

Professional Experience

Head of Business Development (BD10)

Inazuma.co | January 2020 - Present

Senior Business Development Manager (BD8)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased revenue by 25% through strategic partnerships
- Successfully led 3 large-scale tendering processes in the Govt. sector

Responsibilities:

- Managed a team of 5 business development professionals
- Developed and executed business growth strategies

Business Development Manager (BD6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Expanded client base by 50% through targeted marketing efforts
- Improved sales pipeline by 30% through effective pre-sales strategies

Responsibilities:

- Collaborated with cross-functional teams to drive business growth
- Conducted market research to identify new business opportunities

Business Development Executive (BD4)

Apex Consulting | January 2012 - February 2015

Key Achievements:

- Consistently met or exceeded quarterly sales targets
- Developed strong relationships with key clients

Responsibilities:
- Assisted in the development of business growth strategies
- Provided pre-sales support to clients

Education

Master of Business Administration (MBA)
Harvard Business School

Relevant Coursework:
- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Management:
- Strategic Planning
- Team Management
- Change Management

Pre-sales:
- Solution Selling
- Needs Analysis
- Proposal Development

Business Development:
- Market Research
- Competitor Analysis
- Partnership Development

Software:
- Microsoft Office Suite
- CRM Software (Salesforce)
- Project Management Tools (Asana, Trello)