

Professional Summary

Results-driven Business Development Executive with 15+ years of experience driving growth through strategic partnerships, innovative marketing, and venture capital investments. Proven track record of successfully launching new businesses and expanding existing ones, with a strong background in professional services and start-up ecosystems.

Professional Experience

Head of Business Development (BD10)

Inazuma.co | January 2020 - Present

Director of Business Development (BD8)

Venturi Ventures | June 2018 - December 2019

Key Achievements:

- Secured \$10M in funding for a portfolio start-up through strategic partnerships.
- Developed and executed a marketing strategy that increased brand visibility by 300%.

Responsibilities:

- Identified and pursued new business opportunities.
- Managed relationships with key stakeholders and investors.

Senior Business Development Manager (BD6)

Pinnacle Professional Services | March 2015 - May 2018

Key Achievements:

- Successfully launched a new service line, resulting in \$5M in annual revenue.
- Built and maintained a network of over 500 professional contacts.

Responsibilities:

- Conducted market research to inform business strategy.
- Collaborated with the marketing team to develop targeted campaigns.

Business Development Manager (BD4)

Nova Start-ups Incubator | January 2012 - February 2015

Key Achievements:

- Mentored 10 start-ups, with 3 achieving successful exits.

- Organized quarterly networking events, attracting over 1,000 attendees.

Responsibilities:

- Provided strategic guidance to incubated start-ups.
- Coordinated with venture capital firms for funding opportunities.

Education

Technical Skills

Business Development & Strategy:

- Business Development
- Business Strategy
- New Business Development

Marketing & Communications:

- Marketing Communications
- Marketing Strategy

Partnerships & Ventures:

- Joint Ventures
- Venture Capital
- Start-ups

Sales & Professional Services:

- Sales
- Professional Services