

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, leading cross-functional teams, and fostering strategic partnerships in the auto component industry. Proven track record of success in sales, scheduling, and planning, with a strong ability to navigate complex business landscapes.

Professional Experience

Senior Vice President - Business Development (BD12)

Inazuma.co | January 2020 - Present

Director - Business Development (BD9)

Autotech Inc. | June 2018 - December 2019

Key Achievements:

- Grew sales by 35% within 12 months through strategic partnerships and market penetration
- Successfully led a team of 8 to launch a new product line, resulting in \$10M+ revenue in the first quarter

Responsibilities:

- Managed a portfolio of 50+ clients, ensuring 95%+ customer satisfaction
- Collaborated with cross-functional teams to develop and implement business strategies

Senior Manager - Sales & Marketing (BD6)

Motorparts Ltd. | March 2015 - May 2018

Key Achievements:

- Increased market share by 15% through targeted marketing campaigns and sales outreach
- Developed and executed a sales training program, resulting in a 25% increase in sales team performance

Responsibilities:

- Led a team of 5 sales professionals, providing coaching and guidance to meet sales targets
- Analyzed market trends to inform product development and marketing strategies

Sales & Marketing Coordinator (BD3)

Autozone Corp. | August 2012 - February 2015

Key Achievements:

- Consistently met or exceeded monthly sales targets, earning 'Sales Rookie of the Year' award
- Assisted in the development of marketing materials, resulting in a 10% increase in brand awareness

Responsibilities:

- Supported the sales team in client outreach and relationship management
- Coordinated trade show appearances and product launches

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Strategic Planning
- Sales & Marketing Strategy
- Partnership Development
- Team Leadership

Software Proficiency:

- CRM (Salesforce.com)
- Microsoft Office Suite
- Google Workspace
- Data Analysis Tools (Excel, Tableau)

Industry Knowledge:

- Auto Component Industry Trends
- Market Analysis & Research
- Supply Chain Management