

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving strategic partnerships, building innovative business models, and leading investment opportunities across retail and media sectors. Proven track record of success in entrepreneurship, leadership, and management, with expertise in digital media, marketing, and analytics.

Professional Experience

Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

Director of Business Development

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Scaled business partnerships by 300% through strategic outreach and relationship building.
- Developed and executed a go-to-market strategy for a new product line, resulting in \$1M in revenue within the first quarter.

Responsibilities:

- Managed a team of business development professionals.
- Conducted market research and competitive analysis to inform business decisions.

Senior Business Development Manager

Eclipse Media Group | March 2015 - May 2018

Key Achievements:

- Negotiated a landmark partnership with a leading media conglomerate, increasing brand visibility by 50%.
- Designed and implemented a digital media strategy, boosting engagement by 200%.

Responsibilities:

- Identified and pursued new business opportunities.
- Collaborated with the marketing team to develop targeted campaigns.

Co-Founder & Business Development Lead

StartUpHub | January 2012 - February 2015

Key Achievements:

- Secured \$500,000 in seed funding through successful pitches and networking.
- Built and managed a team of developers, designers, and marketers.

Responsibilities:

- Developed the initial business plan and strategy.
- Established key partnerships with suppliers and vendors.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Entrepreneurial Finance
- Strategic Management
- Marketing Strategy

Technical Skills

Business & Strategy:

- Strategic Partnerships
- Business Strategy
- Entrepreneurship
- Management Consulting
- Mergers & Acquisitions

Marketing & Communications:

- Marketing
- Marketing Strategy
- Marketing Communications
- Email Marketing

Analytics & Data:

- Analytics
- Competitive Analysis
- Market Research
- Financial Modeling

- Valuation

Digital & Technology:

- Digital Media
- Mobile Devices
- Start-ups