

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, fostering strategic partnerships, and leading cross-functional teams. Proven track record of success in product marketing and key account management, with a strong ability to navigate complex business landscapes.

Professional Experience

Senior Vice President, Business Development (BD09)

Inazuma.co | January 2020 - Present

Director, Business Development (BD07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased revenue by 35% through successful partnership negotiations with key clients.
- Developed and implemented a product marketing strategy that resulted in a 25% increase in brand visibility.

Responsibilities:

- Managed a team of business development professionals.
- Identified and pursued new business opportunities.

Senior Manager, Key Account Management

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Successfully managed a portfolio of high-value clients, resulting in a 95% client retention rate.
- Collaborated with cross-functional teams to develop tailored solutions for key clients, leading to a 20% increase in average deal size.

Responsibilities:

- Developed and executed account plans for key clients.
- Coordinated with internal teams to ensure seamless client service delivery.

Marketing Manager

Apex Marketing Agency | January 2012 - February 2015

Key Achievements:

- Conceptualized and executed marketing campaigns that resulted in a 50% increase in brand awareness.
- Managed a team of marketing professionals to achieve campaign goals.

Responsibilities:

- Developed and implemented marketing strategies.
- Coordinated with creative teams to produce marketing materials.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Marketing Management
- Strategic Management
- Financial Management

Technical Skills

Business Development:

- Partnership Development
- Business Strategy
- Market Analysis

Product Marketing:

- Product Launch Planning
- Market Research
- Competitive Analysis

Key Account Management:

- Client Relationship Management
- Account Planning
- Solution Development