

## Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, forging strategic partnerships, and leading cross-functional teams. Proven track record of success in navigating complex business landscapes and identifying opportunities for expansion. Skilled in negotiation, market analysis, and team leadership.

## Professional Experience

### Senior Vice President, Business Development (BD12)

Inazuma.co | January 2020 - Present

### Vice President, Business Development

NovaTech Inc. | June 2015 - December 2019

#### Key Achievements:

- Increased annual revenue by 35% through strategic partnerships and new market entry.
- Led the negotiation of a \$10M joint venture with a leading industry player.

#### Responsibilities:

- Developed and executed business development strategies across the Americas.
- Managed a team of business development professionals.

### Director, Business Development

Pinnacle Solutions | March 2012 - May 2015

#### Key Achievements:

- Successfully launched a new product line, resulting in \$5M in first-year sales.
- Established partnerships with key industry influencers.

#### Responsibilities:

- Identified and pursued new business opportunities in the EMEA region.
- Collaborated with the product development team to inform product roadmaps.

### Senior Business Development Manager

Apex Consulting | September 2009 - February 2012

#### Key Achievements:

- Grew the client base by 50% through targeted outreach and relationship building.

- Developed and delivered tailored business solutions for key clients.

**Responsibilities:**

- Managed client relationships and developed new business leads.
- Worked closely with the consulting team to deliver project outcomes.

## Education

**Master of Business Administration (MBA)**

Harvard Business School

**Relevant Coursework:**

- Strategic Management
- Marketing Management
- Financial Management

## Technical Skills

**Business Development:**

- Strategic Planning
- Partnership Development
- Negotiation

**Leadership:**

- Team Management
- Cross-Functional Collaboration
- Change Management

**Analytical Tools:**

- Market Analysis
- Competitor Analysis
- Data-Driven Decision Making

**Software:**

- CRM (Salesforce)
- Microsoft Office Suite
- Google Workspace