

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, leading cross-functional teams, and fostering strategic partnerships. Proven track record of success in market research, lead generation, and sales strategy development. Skilled in CRM, team management, and e-learning solutions.

Professional Experience

Senior Vice President, Business Development (BD10)

Inazuma.co | January 2020 - Present

Director, Business Development (BD8)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% through targeted lead generation and account management
- Developed and executed a successful marketing strategy, resulting in a 25% increase in brand visibility

Responsibilities:

- Led a team of business development representatives to achieve sales targets
- Conducted market research to identify new business opportunities

Senior Business Development Manager (BD6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Successfully managed key accounts, resulting in a 20% increase in customer retention
- Collaborated with the marketing team to launch a new product, achieving a 15% market share within the first quarter

Responsibilities:

- Developed and maintained relationships with key clients
- Conducted competitive analysis to inform business strategy

Business Development Manager (BD4)

Apex Consulting | January 2012 - February 2015

Key Achievements:

- Generated new business leads, resulting in a 10% increase in sales revenue
- Assisted in the development of marketing materials and sales collateral

Responsibilities:

- Conducted market research to identify new business opportunities
- Supported the sales team in closing deals

Education

Master of Business Administration (MBA)

Harvard University

Relevant Coursework:

- Marketing Strategy
- Financial Management
- Organizational Behavior

Technical Skills

Business Development:

- Market Research
- Lead Generation
- Business Analysis
- Sales
- Key Account Management
- New Business Development

Marketing:

- Marketing Strategy
- Competitive Analysis
- E-Learning

Management:

- Team Management
- Vendor Management
- Pre-sales
- Account Management

Software:

- Microsoft Office
- Customer Relationship Management (CRM)

Language:

- Translation
- Localization