

## Professional Summary

Results-driven Business Development Manager with 7.8+ years of experience in the Software Development industry, leveraging technical expertise to drive growth through innovative value propositions, digital marketing, and strategic client relationships.

## Professional Experience

### Senior Business Development Manager (BD09)

Inazuma.co | January 2020 - Present

### Business Development Manager (BD07)

TechForge Inc. | June 2018 - December 2019

#### Key Achievements:

- Increased revenue by 25% through strategic partnerships and targeted marketing campaigns.
- Developed and implemented a product development roadmap, resulting in a 30% reduction in time-to-market.

#### Responsibilities:

- Managed a team of business analysts to identify market opportunities and develop value propositions.
- Collaborated with the product development team to integrate client feedback into product enhancements.

### Senior Business Analyst

SoftProd Solutions | March 2015 - May 2018

#### Key Achievements:

- Improved client satisfaction ratings by 40% through effective relationship management and tailored solutions.
- Conducted market research to inform the development of a new product line, resulting in a 20% increase in sales.

#### Responsibilities:

- Analyzed market trends and competitor activity to inform business development strategies.
- Worked closely with the sales team to develop targeted pitches and proposals.

## Business Development Associate

StartUpHub | January 2013 - February 2015

### Key Achievements:

- Assisted in the development of a successful crowdfunding campaign, raising \$500,000 in seed funding.
- Built relationships with key stakeholders to secure partnerships with industry leaders.

### Responsibilities:

- Conducted market research to identify opportunities for growth and expansion.
- Supported the development of marketing materials and pitch decks.

## Education

### Master of Business Administration (MBA)

Harvard Business School

### Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

## Technical Skills

### Business Development:

- Growth Strategies
- Value Proposition Development
- Client Relationship Management

### Digital Marketing:

- Social Media Marketing
- Content Marketing
- Search Engine Optimization (SEO)

### Software Development:

- Web Development (HTML, CSS, JavaScript)
- Mobile App Development (iOS, Android)
- Database Management (MySQL, MongoDB)