

Professional Summary

Results-driven Business Development Executive with 15+ years of experience in driving growth across diverse retail formats. Proven track record of strategizing, planning, and executing business opportunities, with a strong background in general management, operations, property, and project delivery. Skilled in leading transformational change, developing global to regional strategies, and fostering strategic alliances.

Professional Experience

Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

Senior Business Development Manager (BD07)

Omni Retail Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded a team to launch a new retail format, resulting in 25% increase in sales within the first year.
- Developed and executed a market research strategy, identifying new business opportunities worth \$1 million.

Responsibilities:

- Led cross-functional teams for project planning and execution.
- Conducted competitive analysis to inform business strategy.

Business Development Manager (BD05)

Pinnacle Properties | March 2015 - May 2018

Key Achievements:

- Successfully negotiated leases for 10 new retail locations, expanding the company's footprint by 30%.
- Collaborated with the marketing team to develop a brand management strategy, enhancing brand visibility by 40%.

Responsibilities:

- Managed key accounts and developed strategic alliances.
- Coordinated with the operations team for project delivery.

Business Development Executive (BD03)

Retail Solutions Ltd. | January 2012 - February 2015

Key Achievements:

- Identified and pursued new business opportunities, resulting in a 20% increase in sales.
- Assisted in the development of a marketing strategy, leading to a 25% increase in brand engagement.

Responsibilities:

- Conducted market research to inform business decisions.
- Supported the team in project planning and execution.

Education

Bachelor of Commerce (B.Com)

University of Delhi

Technical Skills

Business Development & Strategy:

- Business Development
- Strategy
- Business Strategy
- Strategic Planning
- New Business Development

Retail & Operations:

- Retail
- Operations Management
- Project Management
- Project Planning

Marketing & Branding:

- Marketing
- Marketing Strategy
- Brand Management
- Marketing Management

Leadership & Management:

- Leadership
- Management
- Team Management

- Negotiation

Analytics & Research:

- Market Research
- Competitive Analysis
- Competitive Intelligence

Miscellaneous:

- Entrepreneurship
- Real Estate
- Value Engineering
- Sales
- Networking
- Strategic Alliances
- Profit
- Communication of Brand Vision
- Driving Transformational change
- Global to Regional strategy development