

Professional Summary

Results-driven Business Development Executive with 8+ years of experience driving growth, fostering strategic partnerships, and leading cross-functional teams. Proven track record of success in developing and executing business strategies that yield significant revenue increases. MBA Marketing graduate with a passion for innovation and a keen eye for market trends.

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 revenue by 35% through strategic partnerships with key industry players.
- Developed and implemented a business development strategy that resulted in a 25% increase in new client acquisitions.

Responsibilities:

- Led a team of business development professionals in identifying and pursuing new business opportunities.
- Collaborated with cross-functional teams to develop and execute go-to-market strategies.

Senior Business Development Manager (BD6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Successfully negotiated and closed deals with Fortune 500 companies, resulting in a 50% increase in revenue.
- Developed and maintained strong relationships with key clients, resulting in a 90% client retention rate.

Responsibilities:

- Identified and pursued new business opportunities through market research and networking.
- Worked closely with the sales team to develop and execute sales strategies.

Business Development Manager (BD4)

Apex Marketing Agency | January 2012 - February 2015

Key Achievements:

- Increased new business leads by 40% through targeted marketing campaigns and networking events.
- Developed and implemented a business development process that resulted in a 20% increase in conversion rates.

Responsibilities:

- Conducted market research to identify new business opportunities.
- Collaborated with the marketing team to develop targeted marketing campaigns.

Education

Master of Business Administration (MBA) - Marketing

Harvard Business School

Technical Skills

Business Development:

- Strategic Planning
- Partnership Development
- Business Strategy
- Market Analysis

Leadership:

- Team Management
- Cross-Functional Collaboration
- Change Management

Marketing:

- Market Research
- Targeted Marketing
- Brand Development

Soft Skills:

- Hardworking
- Passionate
- Dedicated

- Quick Learner
- Focused