

## Professional Summary

Results-driven IT10 professional with 14+ years of diversified experience in Policy Formulation, Government Relations, Business Development, and Strategic Planning. Proven track record of driving business growth, leading cross-functional teams, and fostering strong government and industry relationships.

## Professional Experience

### Director, Government Relations & Business Strategy

Inazuma.co | 2020 - Present

### Senior Manager, Strategy & Operations

Pinnacle Consulting | 2018 - 2020

#### Key Achievements:

- Developed and implemented a business strategy that resulted in 25% revenue growth within 12 months
- Led a team of 10 consultants, providing guidance on project delivery and ensuring 95% client satisfaction

#### Responsibilities:

- Conducted market research and competitive analysis to inform business decisions
- Collaborated with cross-functional teams to drive business development initiatives

### Manager, Government Relations

Apex Advisory | 2015 - 2018

#### Key Achievements:

- Successfully lobbied for policy changes, resulting in a 15% increase in industry growth
- Built and maintained relationships with key government stakeholders, ensuring timely project approvals

#### Responsibilities:

- Analyzed policy implications and developed strategic recommendations for clients
- Coordinated with government agencies to facilitate project implementations

### Business Development Manager

NovaTech | 2012 - 2015

**Key Achievements:**

- Identified and pursued new business opportunities, resulting in a 20% increase in sales revenue
- Developed and executed go-to-market strategies for new product launches

**Responsibilities:**

- Conducted market research to identify trends and opportunities
- Collaborated with sales teams to drive business growth

## Program Manager

NGO - Empowerment Initiative | 2010 - 2012

**Key Achievements:**

- Successfully managed a team of 5, delivering projects on time and within budget
- Developed and implemented community outreach programs, resulting in a 30% increase in engagement

**Responsibilities:**

- Coordinated with stakeholders to ensure project alignment with organizational goals
- Conducted needs assessments to inform program development

## Education

**Bachelor of Science in Computer Science**  
Stanford University

## Technical Skills

**Strategy & Planning:**

- Strategy Development
- Strategic Planning
- Business Planning
- Market Entry

**Research & Analysis:**

- Market Research
- Competitive Analysis
- Financial Analysis
- Data Collection

**Business Development:**

- Business Development & Initiatives
- New Business Development
- Key Account Management
- Customer Insight

**Management & Consulting:**

- Management Consulting
- Business Process Improvement
- Strategic Consulting
- Management

**Marketing & Sales:**

- Marketing Strategy
- Market Analysis
- Sales & Business Development
- Marketing Research