

Professional Summary

Results-driven Business Development leader with 20+ years of experience driving revenue, margin, and market share growth across diverse industries, including Consumer Durables, Building Products, B2B Industrial Goods, and Rental Services. Proven track record of strategic leadership, key account management, and sales management excellence.

Professional Experience

Senior Vice President - Business Development (BD12)

Inazuma.co | January 2020 - Present

Vice President - Business Development

Elevate Inc. | June 2015 - December 2019

Key Achievements:

- Increased revenue by 35% through strategic account management and new business acquisitions.
- Developed and executed a market expansion strategy, resulting in a 25% increase in market share.

Responsibilities:

- Led business development efforts across the Consumer Durables segment.
- Managed a team of business development managers.

Director - Sales & Marketing

Pinnacle Solutions | March 2010 - May 2015

Key Achievements:

- Improved sales productivity by 40% through process optimization and training initiatives.
- Launched a new product line, achieving \$1 million in sales within the first quarter.

Responsibilities:

- Oversaw sales and marketing operations for the B2B Industrial Goods division.
- Collaborated with the product development team to enhance product offerings.

Senior Manager - Business Development

Apex Rentals | January 2005 - February 2010

Key Achievements:

- Grew rental services revenue by 50% through targeted marketing campaigns and partnerships.
- Implemented a customer relationship management system, enhancing customer satisfaction by 30%.

Responsibilities:

- Developed and executed business development strategies for the Rental Services segment.
- Managed key client relationships.

Education

Master of Business Administration (MBA)

Harvard Business School | 2000 - 2002

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Market Analysis
- Competitive Intelligence
- Strategic Partnerships

Sales Management:

- Sales Process Optimization
- Sales Team Leadership
- Sales Forecasting

Key Account Management:

- Client Relationship Building
- Account Strategy Development
- Conflict Resolution