

Professional Summary

Results-driven Business Development Executive with 12+ years of experience in driving growth, innovation, and strategic partnerships. Proven track record of successfully leading country strategies, open innovation, and M&A; initiatives for a reputed German MNC. Skilled in navigating multicultural environments and fostering collaborative ecosystems.

Professional Experience

Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

Senior Business Development Manager (BD07)

Siemens AG | June 2018 - December 2019

Key Achievements:

- Increased revenue by 25% through strategic partnerships
- Successfully led a team of 5 to launch a new product line

Responsibilities:

- Developed and executed business plans for new markets
- Built and maintained relationships with key stakeholders

Business Development Manager (BD05)

Bosch Group | March 2015 - May 2018

Key Achievements:

- Identified and pursued new business opportunities, resulting in a 15% increase in sales
- Collaborated with cross-functional teams to launch a new product

Responsibilities:

- Conducted market research and analyzed industry trends
- Developed and presented business cases to senior management

Management Consultant

Accenture | September 2012 - February 2015

Key Achievements:

- Improved operational efficiency by 20% for a Fortune 500 client

- Developed and implemented a change management strategy

Responsibilities:

- Analyzed business processes and identified areas for improvement
- Collaborated with clients to develop and implement solutions

Education

Technical Skills

Business Development:

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

Leadership & Collaboration:

- Team Management
- Cross-Functional Collaboration
- Stakeholder Engagement
- Change Management

Digital Tools:

- Microsoft Office Suite
- Google Workspace
- CRM Software (Salesforce)
- Data Analysis Tools (Tableau, Power BI)