

## Professional Summary

Results-driven Business Development Executive with 15+ years of experience in driving growth through strategic partnerships, channel development, and innovative go-to-market strategies. Proven track record of enhancing business value for global enterprises, with expertise in cloud computing, business intelligence, and enterprise software solutions.

## Professional Experience

### Senior Vice President, Global Business Development (BD10)

Inazuma.co | January 2020 - Present

### Vice President, Business Development

NexaTech Inc. | June 2018 - December 2019

#### **Key Achievements:**

- Spearheaded the launch of a new SaaS platform, resulting in 300% YoY revenue growth.
- Forged strategic partnerships with key industry players, increasing the company's market share by 25%.

#### **Responsibilities:**

- Developed and executed business development strategies across the Americas, EMEA, and APAC.
- Led cross-functional teams to drive product launches and go-to-market initiatives.

### Director, Channel Development

Pinnacle Solutions | March 2015 - May 2018

#### **Key Achievements:**

- Built and managed a global channel network, achieving a 50% increase in indirect sales within the first year.
- Designed and implemented a partner enablement program, resulting in a 30% increase in partner engagement.

#### **Responsibilities:**

- Developed and executed channel strategies to expand the company's global footprint.
- Collaborated with product management to align channel offerings with market demands.

### Senior Consultant, Business Development

Apex Consulting | September 2012 - February 2015

#### **Key Achievements:**

- Conducted market analysis and developed business development strategies for clients across various industries.
- Assisted in the successful acquisition of a key client, resulting in a 20% increase in company revenue.

#### **Responsibilities:**

- Provided business development support to clients, focusing on market entry and growth strategies.
- Conducted competitor analysis and market research to inform client business decisions.

## **Education**

### **Master of Business Administration (MBA)**

Harvard Business School

#### **Relevant Coursework:**

- Strategic Management
- Marketing Management
- Financial Management

## **Technical Skills**

#### **Cloud Computing:**

- AWS
- Azure
- Google Cloud Platform

#### **Business Intelligence & Data Management:**

- Business Intelligence Tools
- Master Data Management
- Big Data Analytics

#### **Software Solutions & Platforms:**

- Enterprise Software
- SaaS
- Salesforce.com
- Informatica

#### **Business Development & Strategy:**

- Go-to-market Strategy
- Pre-sales
- Product Management
- Solution Architecture
- Strategic Partnerships

**Leadership & Operations:**

- Cross-functional Team Leadership
- Program Management
- Sales Enablement
- Demand Generation
- Account Management