

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth in the video, mobile, and technology sectors across APAC, US, and India. Proven track record of forging strategic partnerships, leading cross-functional teams, and spearheading innovative go-to-market strategies. Skilled in analytics, product management, and M&A;, with a strong entrepreneurial spirit.

Professional Experience

Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

Director of Business Development (BD07)

TechForge Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded a 30% increase in revenue through strategic partnerships with key industry players.
- Developed and executed a go-to-market strategy for a new product line, resulting in a 25% market share within the first year.

Responsibilities:

- Led business development and account management teams across APAC and US.
- Forged strategic partnerships with key industry players.

Senior Manager, Business Development (BD05)

MobileSphere Ltd. | March 2015 - May 2018

Key Achievements:

- Successfully managed the integration of a newly acquired company, resulting in a 20% increase in operational efficiency.
- Developed and implemented a sales strategy that increased revenue by 15% within 6 months.

Responsibilities:

- Managed business development and sales teams across India and APAC.
- Developed and executed sales strategies for new and existing products.

Business Development Manager (BD03)

Cloud9 Ventures | January 2012 - February 2015

Key Achievements:

- Identified and secured a strategic partnership with a leading cloud computing provider, resulting in a 10% increase in revenue.
- Developed and executed a product development strategy that led to the launch of a new product line.

Responsibilities:

- Managed business development and product development teams.
- Developed and executed product development strategies.

Education

Master of Business Administration (MBA)

Stanford Graduate School of Business

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Strategy & Planning:

- Strategy
- Business Strategy
- Strategic Planning
- Go-to-market Strategy

Business Development & Management:

- Business Development
- Account Management
- Management Consulting
- Product Management
- Product Development

Technology & Tools:

- Mobile Devices
- Cloud Computing
- SaaS

- Telecommunications

Data Analysis & Marketing:

- Analytics
- Digital Media
- Social Media Marketing

Leadership & Collaboration:

- Leadership
- Cross-functional Team Leadership
- Management
- Entrepreneurship