

## Professional Summary

Results-driven Business Development Executive with 14+ years of experience in C-suite sales, account management, and revenue maximization. Proven track record of driving business growth through strategic partnerships, product training, and team leadership. Skilled in corporate finance, team management, and business development.

## Professional Experience

### Senior Vice President - Business Development (BD09)

Inazuma.co | January 2018 - Present

### Vice President - Business Development

NovaTech Inc. | June 2015 - December 2017

#### **Key Achievements:**

- Increased revenue by 35% through strategic partnerships and account management
- Developed and executed a product training program, resulting in a 25% increase in sales

#### **Responsibilities:**

- Managed a team of business development professionals
- Identified and pursued new business opportunities

### Director - Sales and Account Management

Pinnacle Solutions | March 2012 - May 2015

#### **Key Achievements:**

- Grew sales by 20% through effective account management and relationship building
- Successfully launched a new product line, resulting in \$1M in revenue within the first quarter

#### **Responsibilities:**

- Led a team of sales and account management professionals
- Developed and implemented sales strategies

### Senior Sales Manager

Apex Corporation | January 2009 - February 2012

#### **Key Achievements:**

- Consistently exceeded sales targets, earning 'Sales Manager of the Year' award in 2011
- Built and maintained strong relationships with key clients, resulting in a 30% increase in repeat business

**Responsibilities:**

- Managed a team of sales professionals
- Conducted product training sessions for clients and internal teams

## Education

**Master of Business Administration (MBA)**  
Harvard Business School

**Relevant Coursework:**

- Corporate Finance
- Strategic Management
- Marketing Management

## Technical Skills

**Business Development:**

- Strategic Partnerships
- Revenue Maximization
- Product Training

**Corporate Finance:**

- Financial Analysis
- Budgeting
- Forecasting

**Team Management:**

- Leadership
- Team Building
- Performance Management