

Professional Summary

Results-driven Business Development professional with 8+ years of experience in driving growth, leading cross-functional teams, and fostering strategic partnerships across diverse industries. Proven track record of success in project planning, sales coordination, client development, and business expansion.

Professional Experience

Senior Business Development Director (BD09)

Inazuma.co | January 2020 - Present

Business Development Manager (BD07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 25% through strategic partnerships and targeted marketing campaigns.
- Successfully led a team to launch a new product line, resulting in a 30% market share gain.

Responsibilities:

- Developed and executed business development strategies.
- Managed a team of sales coordinators and client development specialists.

Project Coordinator

EcoCycle Solutions | March 2015 - May 2018

Key Achievements:

- Coordinated projects that resulted in a 20% reduction in operational costs.
- Improved client satisfaction ratings by 15% through enhanced communication and project delivery.

Responsibilities:

- Assisted in project planning and coordination.
- Supported business development efforts through market research and data analysis.

Junior Engineer

Green Earth Engineering | January 2012 - February 2015

Key Achievements:

- Contributed to the design and development of a sustainable energy project, recognized with a regional innovation award.
- Collaborated with the team to achieve a 10% increase in project efficiency.

Responsibilities:

- Assisted in the design and development of engineering projects.
- Conducted site visits and provided technical support.

Education

Technical Skills

Management:

- Strategic Planning
- Team Leadership
- Change Management

Project Management:

- Agile Methodologies
- Project Coordination
- Risk Management

Engineering:

- Sustainable Energy Solutions
- Mechanical Design
- Materials Science