

## Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, innovation, and process excellence. Proven track record of leveraging technical expertise to foster strategic partnerships and propel business expansion. Skilled in Catia, Kaizen, and AutoCAD, with a passion for integrating technology to enhance operational efficiency.

## Professional Experience

### Senior Business Development Director (BD12)

Inazuma.co | January 2020 - Present

### Business Development Manager (BD9)

NovaTech Inc. | June 2018 - December 2019

#### **Key Achievements:**

- Spearheaded a team that secured a \$5M contract with a Fortune 500 client, resulting in a 25% increase in quarterly revenue.
- Developed and implemented a Kaizen-driven process improvement initiative, reducing project delivery time by 30%.

#### **Responsibilities:**

- Identified and pursued new business opportunities through market research and networking.
- Collaborated with the product development team to tailor solutions for key clients.

### Senior Business Development Associate (BD6)

Pinnacle Solutions | March 2015 - May 2018

#### **Key Achievements:**

- Successfully onboarded 15 new clients within the first year, contributing to a 50% increase in annual sales.
- Designed and delivered training sessions on AutoCAD for the sales team, enhancing their technical acumen.

#### **Responsibilities:**

- Conducted market analysis to inform business development strategies.
- Assisted in the development of proposals and pitches for potential clients.

### Business Development Coordinator (BD3)

Emerald Innovations | August 2012 - February 2015

**Key Achievements:**

- Played a pivotal role in organizing industry events, resulting in a 20% increase in brand visibility.
- Utilized Catia to create engaging visual aids for client presentations, enhancing the company's professional image.

**Responsibilities:**

- Provided administrative support to the business development team.
- Assisted in the creation of marketing materials.

## Education

**Master of Business Administration (MBA)**

Harvard Business School

**Relevant Coursework:**

- Strategic Management
- Marketing Management
- Operations Management

## Technical Skills

**Design & Engineering:**

- Catia
- AutoCAD

**Process Improvement:**

- Kaizen

**Soft Skills:**

- Leadership
- Team Management
- Communication
- Strategic Planning