

Professional Summary

Transformational Business Development Executive with 15+ years of experience driving growth, strategic expansion, and innovation in VC-backed start-ups and Fortune 500 corporations. Proven track record in leading cross-functional teams, forging strategic partnerships, and spearheading M&A initiatives. Skilled in navigating the intersection of technology, business strategy, and leadership to propel companies to industry leadership.

Professional Experience

Executive Vice President, Business Development & Strategy (BD09)

Inazuma.co | January 2020 - Present

Vice President, Corporate Development

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded M&A initiatives, resulting in the acquisition of two complementary businesses, expanding product portfolio by 40%
- Developed and executed strategic plans, driving 25% increase in revenue within the first year

Responsibilities:

- Led cross-functional teams in strategy development and execution
- Forged partnerships with key stakeholders, including investors and board members

Director, Business Development

Pulse Ventures | March 2015 - May 2018

Key Achievements:

- Identified and secured strategic investments in three start-ups, yielding 3x return on investment
- Developed and executed go-to-market strategies for portfolio companies, resulting in 50% increase in combined revenue

Responsibilities:

- Conducted market research and analysis to inform investment decisions
- Provided operational support to portfolio companies, enhancing their growth trajectories

Senior Manager, Product Management

Oracle Corporation | January 2012 - February 2015

Key Achievements:

- Led the development and launch of a cloud-based SaaS product, achieving \$5M in first-year revenue
- Collaborated with cross-functional teams to integrate acquired technologies, enhancing product offerings by 30%

Responsibilities:

- Defined product roadmaps and managed development timelines
- Worked closely with sales and marketing teams to ensure successful product launches

Management Consultant

Accenture Strategy | September 2008 - December 2011

Key Achievements:

- Contributed to strategy development for a Fortune 100 client, resulting in 15% increase in operational efficiency
- Conducted market analysis and provided recommendations for a client's entry into a new geographic market

Responsibilities:

- Conducted client interviews and data analysis to inform strategy recommendations
- Collaborated with client teams to implement strategic initiatives

Education

BS

Massachusetts Institute of Technology (MIT) | 2006

Technical Skills

Business Strategy & Development:

- Strategic Partnerships
- Go-to-market Strategy
- Business Strategy
- Mergers & Acquisitions
- Entrepreneurship
- Corporate Development
- Strategic Planning
- New Business Development

- Managing High Performance Teams

Technology & Software:

- Enterprise Software
- Cloud Computing
- Mobile Applications
- Mobile Devices
- Security
- Big Data
- Machine Learning
- SaaS
- Software as a Service (SaaS)
- Salesforce.com

Leadership & Management:

- Strategic Leadership
- Alliances
- Organizational Leadership
- Leadership
- Management
- Strategic Alliances
- OEM

Consulting:

- Management Consulting