

## 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