

Professional Summary

Results-driven Business Development Executive with 12+ years of experience in driving growth, leading cross-functional teams, and fostering strategic partnerships. Proven expertise in HR, Marketing, and Business Strategy, with a strong track record of success in talent acquisition, employee engagement, and market research.

Professional Experience

Senior Vice President - Business Development (BD12)

Inazuma.co | January 2020 - Present

Vice President - Business Development (BD9)

NexaCorp | June 2018 - December 2019

Key Achievements:

- Increased revenue by 25% through successful partnership development
- Improved employee engagement by 30% through targeted HR initiatives

Responsibilities:

- Led business development team for HR and Marketing sectors
- Conducted market research to inform business strategy

Senior Manager - Business Development (BD6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Enhanced CRM system, resulting in a 20% increase in client retention
- Developed and executed successful advertising campaigns, boosting brand visibility by 40%

Responsibilities:

- Managed a team of business development professionals
- Coordinated with the marketing team for campaign execution

Business Development Manager (BD3)

Apex Consulting | January 2012 - February 2015

Key Achievements:

- Successfully sourced and acquired key talent, reducing recruitment time by 30%
- Conducted competitive analysis to inform business strategy, leading to a 15% market share increase

Responsibilities:

- Identified new business opportunities through market research
- Collaborated with the HR team for employee relations and engagement

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Human Resource Management

Technical Skills

Business Development:

- Business Strategy
- Market Research
- Competitive Analysis
- CRM

Human Resources:

- Talent Acquisition
- Employee Engagement
- Employee Relations
- Sourcing

Marketing:

- Advertising
- Marketing Strategy
- Brand Management

Management:

- Team Management
- Leadership

- MIS

Consulting:

- Recruiting
- Screening
- Consulting Services