

Professional Summary

Results-driven Business Development Executive with 15+ years of experience in driving growth through strategic partnerships, channel development, and innovative go-to-market strategies. Proven track record of enhancing business value for global enterprises, with expertise in cloud computing, business intelligence, and enterprise software solutions.

Professional Experience

Senior Vice President, Global Business Development (BD10)

Inazuma.co | January 2020 - Present

Vice President, Business Development

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded the launch of a new SaaS platform, resulting in 300% YoY revenue growth.
- Forged strategic partnerships with key industry players, increasing the company's market share by 25%.

Responsibilities:

- Developed and executed business development strategies across the Americas, EMEA, and APAC.
- Led cross-functional teams to drive product launches and go-to-market initiatives.

Director, Channel Development

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Built and managed a global channel network, achieving a 50% increase in indirect sales within the first year.
- Designed and implemented a partner enablement program, resulting in a 30% increase in partner engagement.

Responsibilities:

- Developed and executed channel strategies to expand the company's global footprint.
- Collaborated with product management to align channel offerings with market demands.

Senior Consultant, Business Development

Apex Consulting | September 2012 - February 2015

Key Achievements:

- Conducted market analysis and developed business development strategies for clients across various industries.
- Assisted in the successful acquisition of a key client, resulting in a 20% increase in company revenue.

Responsibilities:

- Provided business development support to clients, focusing on market entry and growth strategies.
- Conducted competitor analysis and market research to inform client business decisions.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Cloud Computing:

- AWS
- Azure
- Google Cloud Platform

Business Intelligence & Data Management:

- Business Intelligence Tools
- Master Data Management
- Big Data Analytics

Software Solutions & Platforms:

- Enterprise Software
- SaaS
- Salesforce.com
- Informatica

Business Development & Strategy:

- Go-to-market Strategy
- Pre-sales
- Product Management
- Solution Architecture
- Strategic Partnerships

Leadership & Operations:

- Cross-functional Team Leadership
- Program Management
- Sales Enablement
- Demand Generation
- Account Management