

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving strategic growth, leading cross-functional teams, and fostering long-term partnerships. Proven track record of success in the tech industry, with expertise in UX/UI design, project management, and sales.

Professional Experience

Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

Senior Business Development Manager (BD07)

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased revenue by 35% through strategic partnerships and new business acquisitions
- Developed and executed a go-to-market strategy for a new product line, resulting in 25% market share within the first year

Responsibilities:

- Led a team of business development professionals
- Conducted market research and competitor analysis
- Negotiated contracts with key clients

Business Development Manager (BD05)

Pulsebit Solutions | March 2015 - May 2018

Key Achievements:

- Successfully onboarded 15 new clients, resulting in a 50% increase in company revenue
- Collaborated with the product team to develop a new feature set, leading to a 20% increase in customer retention

Responsibilities:

- Identified and pursued new business opportunities
- Managed client relationships and provided tailored solutions
- Assisted in the development of marketing materials

Business Development Coordinator (BD03)

Apex Innovations | January 2012 - February 2015

Key Achievements:

- Supported the business development team in securing a major contract with a Fortune 500 company
- Conducted market research to inform business development strategies

Responsibilities:

- Provided administrative support to the business development team
- Assisted in the coordination of trade show appearances
- Maintained the CRM database

Education

Master of Business Administration (MBA)

Stanford University Graduate School of Business

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Strategic Planning
- Partnership Development
- Sales Strategy

Project Management:

- Agile Methodologies
- Project Coordination
- Team Leadership

Sales:

- Account Management
- Client Relationship Building
- Negotiation Techniques

Software Proficiency:

- CRM (Salesforce)

- Project Management Tools (Asana, Trello)
- Microsoft Office Suite