

Professional Summary

Results-driven Business Development Executive with 12+ years of experience in driving growth, leading high-performing teams, and delivering strategic pre-sales solutions. Proven track record of success in navigating complex business landscapes and fostering long-term partnerships.

Professional Experience

Senior Vice President, Business Development (BD12)

Inazuma.co | January 2020 - Present

Vice President, Business Development (BD9)

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased regional sales by 40% through strategic partnerships and market penetration.
- Developed and executed a training program for BD teams, resulting in a 30% increase in team performance.

Responsibilities:

- Managed a team of 8 BD professionals across 3 regions.
- Identified and pursued new business opportunities, resulting in a 25% increase in new client acquisitions.

Senior Business Development Manager (BD6)

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Successfully led the launch of a new product line, achieving \$1M in sales within the first quarter.
- Built and maintained a network of 50+ key decision-makers across the industry.

Responsibilities:

- Conducted market research to identify trends and opportunities.
- Collaborated with cross-functional teams to develop tailored solutions for clients.

Business Development Manager (BD3)

Apex Ventures | January 2009 - February 2012

Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak performance of 120% of target.
- Developed and maintained a client portfolio with a 90% retention rate.

Responsibilities:

- Generated new business leads through cold calling, networking, and referrals.
- Provided pre-sales support to clients, ensuring a smooth onboarding process.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Market Analysis
- Competitor Analysis
- Partnership Development

Team Management:

- Leadership
- Performance Management
- Team Building

Pre-sales:

- Solution Development
- Proposal Writing
- Client Presentations

Software Proficiency:

- CRM (Salesforce)
- Microsoft Office Suite
- Google Workspace