

Professional Summary

Results-driven Business Development Executive with 35+ years of experience driving strategic sales growth, leading high-performing teams, and fostering strong relationships with clients and partners. Proven track record of success in multi-specialty environments, with expertise in business planning, market planning, and effective leadership.

Professional Experience

Senior Vice President - Business Development (BD09)

Inazuma.co | January 2018 - Present

Vice President - Business Development

OmniCorp Inc. | June 2015 - December 2017

Key Achievements:

- Increased revenue by 25% through strategic partnerships and market expansion
- Developed and implemented a sales training program, resulting in a 30% increase in sales team productivity

Responsibilities:

- Led business development efforts, identifying new opportunities and driving growth
- Managed a team of 10 sales professionals, providing coaching and guidance

Director - Sales and Marketing

Pinnacle Enterprises | March 2012 - May 2015

Key Achievements:

- Successfully launched three new product lines, resulting in a 40% increase in revenue
- Built and maintained relationships with key clients, resulting in a 25% increase in repeat business

Responsibilities:

- Developed and executed sales and marketing strategies to drive business growth
- Collaborated with cross-functional teams to launch new products and services

Senior Sales Manager

Apex Solutions | January 2008 - February 2012

Key Achievements:

- Consistently exceeded sales targets, earning 'Sales Manager of the Year' award in 2010
- Developed and implemented a sales process improvement initiative, resulting in a 20% increase in sales efficiency

Responsibilities:

- Managed a team of 5 sales professionals, providing coaching and guidance
- Identified and pursued new business opportunities, driving revenue growth

Sales Manager

NovaTech Inc. | June 2005 - December 2007

Key Achievements:

- Increased sales revenue by 15% through effective territory management and customer relationships
- Developed and delivered sales training programs to new hires, resulting in a 25% reduction in onboarding time

Responsibilities:

- Managed a team of 3 sales professionals, providing coaching and guidance
- Identified and pursued new business opportunities, driving revenue growth

Education

Bachelor of Science in Marketing

University of Michigan

Technical Skills

Business and Strategy:

- Strategic Planning
- Business Planning
- Business Strategy
- Market Planning

Sales and Marketing:

- Sales
- Sales Management
- Marketing
- Product Management

Leadership and Management:

- Team Management
- Effective Leadership
- Human Resources

Communication and Interpersonal:

- Negotiation
- Account Management
- Public Relations
- Presentation and Proposals

Industry Specific:

- Retail
- Distributor/Dealer Management
- National/Regional Sales Management
- Hospitality-Marketing and Administration