

Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, forging strategic partnerships, and leading cross-functional teams. Proven track record of success in navigating complex business landscapes and identifying opportunities for expansion. Skilled in negotiation, market analysis, and team leadership.

Professional Experience

Senior Vice President, Business Development (BD12)

Inazuma.co | January 2020 - Present

Vice President, Business Development

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased annual revenue by 35% through strategic partnerships and new market entry.
- Led the negotiation of a \$10M joint venture with a leading industry player.

Responsibilities:

- Developed and executed business development strategies across the Americas.
- Managed a team of business development professionals.

Director, Business Development

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Successfully launched a new product line, resulting in \$5M in first-year sales.
- Established partnerships with key industry influencers.

Responsibilities:

- Identified and pursued new business opportunities in the EMEA region.
- Collaborated with the product development team to inform product roadmaps.

Senior Business Development Manager

Apex Consulting | September 2009 - February 2012

Key Achievements:

- Grew the client base by 50% through targeted outreach and relationship building.

- Developed and delivered tailored business solutions for key clients.

Responsibilities:

- Managed client relationships and developed new business leads.
- Worked closely with the consulting team to deliver project outcomes.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Strategic Planning
- Partnership Development
- Negotiation

Leadership:

- Team Management
- Cross-Functional Collaboration
- Change Management

Analytical Tools:

- Market Analysis
- Competitor Analysis
- Data-Driven Decision Making

Software:

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