

Professional Summary

Results-driven Business Development Executive with 12+ years of experience in driving growth, leading high-performing teams, and forging strategic partnerships. Proven track record of success in sales, team management, and business development across diverse industries.

Professional Experience

Senior Vice President, Business Development (BD09)

Inazuma.co | January 2020 - Present

Director, Business Development (BD07)

NovaTech Inc. | June 2018 - December 2019

Key Achievements:

- Spearheaded a cross-functional team to launch a new product line, achieving \$5 million in sales within the first quarter.
- Developed and executed a strategic partnership with a leading industry player, resulting in a 25% increase in market share.

Responsibilities:

- Managed a team of 8 business development professionals.
- Identified and pursued new business opportunities through market research and networking.

Senior Business Development Manager (BD05)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Consistently exceeded quarterly sales targets, with an average increase of 15% YoY.
- Built and maintained relationships with key clients, resulting in a 90% client retention rate.

Responsibilities:

- Led a team of 4 business development professionals.
- Conducted market analysis to identify new business opportunities.

Business Development Manager (BD03)

Apex Ventures | January 2012 - February 2015

Key Achievements:

- Successfully launched a new business unit, generating \$1 million in revenue within the first year.
- Developed and implemented a sales strategy, resulting in a 20% increase in sales.

Responsibilities:

- Managed a team of 2 business development professionals.
- Identified and pursued new business opportunities through networking and market research.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Leadership and Management:

- Team Management
- Strategic Planning
- Change Management

Sales and Business Development:

- Sales Strategy
- Account Management
- Partnership Development

Business Operations:

- Market Analysis
- Financial Analysis
- Project Management