

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.

Professional Experience

Senior Vice President, Business Development (BD09)

Inazuma.co | January 2020 - Present

Vice President, Business Development

NovaTech Inc. | June 2015 - December 2019

Key Achievements:

- Successfully negotiated a \$10M partnership with a leading tech firm, resulting in a 25% increase in company valuation.
- Developed and executed a business strategy that expanded the company's presence into three new international markets.

Responsibilities:

- Led a team of 8 in identifying and pursuing new business opportunities.
- Collaborated with the product development team to align business strategies with product roadmaps.

Senior Business Development Manager

Pinnacle Solutions | March 2012 - May 2015

Key Achievements:

- Generated \$5M in new business revenue within the first year, exceeding targets by 20%.
- Established and maintained relationships with key clients, resulting in a 90% client retention rate.

Responsibilities:

- Identified and pursued new business opportunities through market research and networking.
- Worked closely with the sales team to develop targeted sales strategies.

Business Development Manager

Emerald Ventures | September 2009 - February 2012

Key Achievements:

- Successfully launched a new product line, achieving \$1M in sales within the first six months.
- Developed and implemented a social media strategy that increased brand visibility by 50%.

Responsibilities:

- Conducted market analysis to identify trends and opportunities.
- Collaborated with the marketing team to develop promotional materials.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Development:

- Strategic Partnerships
- Market Analysis
- Business Strategy

Leadership:

- Team Management
- Cross-Functional Collaboration
- Change Management

Digital Tools:

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