

Professional Summary

Results-driven Business Development Executive with 15+ years of experience driving growth, leading high-performing teams, and delivering innovative solutions in the Business Equipment, Information, and Services industry. Proven track record of success in Enterprise Account Sales, Strategic Selling, and Business Development, with expertise in Salesforce.com and team building.

Professional Experience

Senior Vice President, Business Development (BD14)

Inazuma.co | January 2020 - Present

Vice President, Sales & Business Development

NexaTech Inc. | June 2015 - December 2019

Key Achievements:

- Increased revenue by 35% within 2 years through strategic account management and new business development
- Developed and executed a sales strategy that resulted in a 25% increase in market share

Responsibilities:

- Led a team of 10 sales professionals, providing coaching and guidance to ensure sales targets were met
- Identified and pursued new business opportunities, resulting in significant revenue growth

Director, Enterprise Sales

Pinnacle Solutions | March 2010 - May 2015

Key Achievements:

- Consistently exceeded sales targets, earning the 'President's Club' award for outstanding sales performance
- Built and maintained strong relationships with key decision-makers at Fortune 500 companies

Responsibilities:

- Managed a portfolio of high-value accounts, ensuring customer satisfaction and driving upsell opportunities
- Collaborated with cross-functional teams to develop and implement tailored solutions for clients

Senior Sales Manager

Apex Business Solutions | January 2008 - February 2010

Key Achievements:

- Successfully led a team of 5 sales representatives, resulting in a 20% increase in team sales revenue
- Developed and executed a sales strategy that expanded the company's presence in the mid-market segment

Responsibilities:

- Coached and mentored sales team members to improve sales techniques and achieve targets
- Identified and pursued new business opportunities, resulting in significant revenue growth

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Sales & Business Development:

- Sales Management
- Account Management
- New Business Development
- Selling
- Solution Selling
- Strategic Planning

Marketing & Strategy:

- Marketing Strategy
- Business Development
- Direct Sales
- Sales Process
- Sales Operations

Technology & Tools:

- Salesforce.com
- Management
- Lead Generation
- Cold Calling
- Team Building