

Professional Summary

Results-driven Business Development leader with 12+ years of experience driving growth, leading high-performing teams, and fostering strategic partnerships. Proven track record of success in CRM, Cloud Computing, and Enterprise Software solutions, with expertise in Sales, Sales Management, and Operations Management.

Professional Experience

Senior Director, Business Development (BD12)

Inazuma.co | January 2020 - Present

Director, Business Development (BD9)

NexaTech Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales revenue by 35% within 12 months through strategic account management and new business development
- Developed and implemented a CRM system, resulting in a 25% reduction in sales cycle time

Responsibilities:

- Led a team of 8 business development professionals
- Managed key client relationships and identified new business opportunities

Senior Manager, Sales Operations (BD6)

Pinnacle Solutions | March 2015 - May 2018

Key Achievements:

- Improved sales forecasting accuracy by 30% through process enhancements and data analysis
- Collaborated with cross-functional teams to launch a new SaaS product, resulting in \$1M in revenue within the first quarter

Responsibilities:

- Managed sales operations for a team of 12 sales professionals
- Developed and maintained sales performance metrics and dashboards

Business Development Manager (BD3)

Apex Enterprise Software | January 2012 - February 2015

Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak achievement of 120% of target
- Built and maintained relationships with key clients, resulting in a 50% increase in repeat business

Responsibilities:

- Identified and pursued new business opportunities
- Collaborated with the sales team to develop and execute account plans

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Strategic Management
- Marketing Management
- Financial Management

Technical Skills

Business Applications:

- CRM (Salesforce.com)
- ERP (SAP, Oracle)
- SaaS (Software as a Service)

Cloud Computing:

- Amazon Web Services (AWS)
- Microsoft Azure
- Google Cloud Platform (GCP)

Sales and Marketing:

- Sales Management
- Account Management
- Solution Selling

Operations Management:

- Process Improvement
- Business Process Re-engineering

- Operations Strategy

Leadership and Management:

- Team Management
- Leadership
- Training and Development