

## Professional Summary

Results-driven Business Development Executive with 12+ years of experience driving growth, leading cross-functional teams, and fostering strategic partnerships in the auto component industry. Proven track record of success in sales, scheduling, and planning, with a strong ability to navigate complex business landscapes.

## Professional Experience

### Senior Vice President - Business Development (BD12)

Inazuma.co | January 2020 - Present

### Director - Business Development (BD9)

Autotech Inc. | June 2018 - December 2019

#### **Key Achievements:**

- Grew sales by 35% within 12 months through strategic partnerships and market penetration
- Successfully led a team of 8 to launch a new product line, resulting in \$10M+ revenue in the first quarter

#### **Responsibilities:**

- Managed a portfolio of 50+ clients, ensuring 95%+ customer satisfaction
- Collaborated with cross-functional teams to develop and implement business strategies

### Senior Manager - Sales & Marketing (BD6)

Motorparts Ltd. | March 2015 - May 2018

#### **Key Achievements:**

- Increased market share by 15% through targeted marketing campaigns and sales outreach
- Developed and executed a sales training program, resulting in a 25% increase in sales team performance

#### **Responsibilities:**

- Led a team of 5 sales professionals, providing coaching and guidance to meet sales targets
- Analyzed market trends to inform product development and marketing strategies

### Sales & Marketing Coordinator (BD3)

Autozone Corp. | August 2012 - February 2015

#### **Key Achievements:**

- Consistently met or exceeded monthly sales targets, earning 'Sales Rookie of the Year' award
- Assisted in the development of marketing materials, resulting in a 10% increase in brand awareness

#### **Responsibilities:**

- Supported the sales team in client outreach and relationship management
- Coordinated trade show appearances and product launches

## **Education**

### **Master of Business Administration (MBA)**

Harvard Business School

#### **Relevant Coursework:**

- Strategic Management
- Marketing Management
- Financial Management

## **Technical Skills**

#### **Business Development:**

- Strategic Planning
- Sales & Marketing Strategy
- Partnership Development
- Team Leadership

#### **Software Proficiency:**

- CRM (Salesforce.com)
- Microsoft Office Suite
- Google Workspace
- Data Analysis Tools (Excel, Tableau)

#### **Industry Knowledge:**

- Auto Component Industry Trends
- Market Analysis & Research
- Supply Chain Management