

Professional Summary

Results-driven AG09 professional with 12+ years of experience in Agricultural Business Development, Marketing, and Bid Management. Proven track record of driving growth, leading high-performing teams, and fostering strategic partnerships. Skilled in Business Strategy, Product Development, and Sales Management, with a strong passion for innovation and customer satisfaction.

Professional Experience

Head of Agricultural Business Development & Marketing

Inazuma.co | January 2018 - Present

Senior Business Development Manager

GreenTech Inc. | June 2015 - December 2017

Key Achievements:

- Increased sales by 35% within 18 months through strategic partnerships and new market penetration.
- Developed and implemented a product development roadmap, resulting in the launch of 3 new products.

Responsibilities:

- Led a team of 5 in business development and marketing efforts.
- Conducted market research to identify new business opportunities.

Business Development Manager

AgroCorp | March 2012 - May 2015

Key Achievements:

- Successfully managed a portfolio of 20 key accounts, resulting in a 25% increase in customer retention.
- Collaborated with the product development team to launch a new product line, achieving \$1M in sales within the first year.

Responsibilities:

- Developed and executed business plans to achieve sales targets.
- Built and maintained relationships with key stakeholders.

Marketing Coordinator

FarmFresh Ltd. | January 2010 - February 2012

Key Achievements:

- Assisted in the development of marketing campaigns, resulting in a 15% increase in brand awareness.
- Coordinated trade show appearances, leading to the establishment of 10 new business leads.

Responsibilities:

- Supported the marketing team in campaign execution and event planning.
- Conducted market research to inform marketing strategies.

Education

Master of Business Administration (MBA)

Harvard University

Relevant Coursework:

- Marketing Management
- Strategic Management
- Financial Management

Technical Skills

Business & Strategy:

- Business Development
- Business Strategy
- Strategic Planning
- Business Planning

Marketing & Sales:

- Marketing
- Marketing Strategy
- Market Research
- Sales Management
- Sales Operations

Leadership & Management:

- Team Management
- Management
- Team Building

- Key Account Management

Product Development:

- Product Development

Partnerships & Negotiation:

- Strategic Partnerships
- Negotiation