

Professional Summary

Results-driven IT10 professional with 14+ years of diversified experience in Policy Formulation, Government Relations, Business Development, and Strategic Planning. Proven track record of driving business growth, leading cross-functional teams, and fostering strong government and industry relationships.

Professional Experience

Director, Government Relations & Business Strategy

Inazuma.co | 2020 - Present

Senior Manager, Strategy & Operations

Pinnacle Consulting | 2018 - 2020

Key Achievements:

- Developed and implemented a business strategy that resulted in 25% revenue growth within 12 months
- Led a team of 10 consultants, providing guidance on project delivery and ensuring 95% client satisfaction

Responsibilities:

- Conducted market research and competitive analysis to inform business decisions
- Collaborated with cross-functional teams to drive business development initiatives

Manager, Government Relations

Apex Advisory | 2015 - 2018

Key Achievements:

- Successfully lobbied for policy changes, resulting in a 15% increase in industry growth
- Built and maintained relationships with key government stakeholders, ensuring timely project approvals

Responsibilities:

- Analyzed policy implications and developed strategic recommendations for clients
- Coordinated with government agencies to facilitate project implementations

Business Development Manager

NovaTech | 2012 - 2015

Key Achievements:

- Identified and pursued new business opportunities, resulting in a 20% increase in sales revenue
- Developed and executed go-to-market strategies for new product launches

Responsibilities:

- Conducted market research to identify trends and opportunities
- Collaborated with sales teams to drive business growth

Program Manager

NGO - Empowerment Initiative | 2010 - 2012

Key Achievements:

- Successfully managed a team of 5, delivering projects on time and within budget
- Developed and implemented community outreach programs, resulting in a 30% increase in engagement

Responsibilities:

- Coordinated with stakeholders to ensure project alignment with organizational goals
- Conducted needs assessments to inform program development

Education

Bachelor of Science in Computer Science

Stanford University

Technical Skills

Strategy & Planning:

- Strategy Development
- Strategic Planning
- Business Planning
- Market Entry

Research & Analysis:

- Market Research
- Competitive Analysis
- Financial Analysis
- Data Collection

Business Development:

- Business Development & Initiatives
- New Business Development
- Key Account Management
- Customer Insight

Management & Consulting:

- Management Consulting
- Business Process Improvement
- Strategic Consulting
- Management

Marketing & Sales:

- Marketing Strategy
- Market Analysis
- Sales & Business Development
- Marketing Research