

Connor Scott, Business Development Manager

1515 Pacific Ave, Los Angeles, CA 90291, United States, email@email.com

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|----------------|-------------|-----------------|------|
| Place of birth | San Antonio | Driving license | Full |
| Nationality | American | | |

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| LINKS | Visualize.me , Linkedin |
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PROFILE

Focused Business Development Manager with 10 years work tenure and exemplary planning and implementation capabilities. Highly-trained in data science and market intelligence analytics with an in-depth understanding of client requirements gathering and market categorization. Certified Business Development Manager (CBDP) and currently completing a Master's Degree in Business Administration.

EMPLOYMENT HISTORY

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| Jan 2018 – Present | Senior Business Development Manager, Twizza Beverages | Springfield |
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Created an automated customer acquisition strategy that generated continuous monthly growth of at least 11% by improving sales funnel conversion rates.

- Develop new customer development strategies to capture market channels and increase client penetration
- Implement and execute marketing activities to increase branding and recognition programmes
- Build corporate relationships with customers and industry associations
- Suggest improvements in business strategies based on customer feedback mechanisms
- Expanded business development aligned to overall company goals
- Instrumental in developing initiatives for new projects together with the product development team
- Directed all meetings and produced presentations for clients
- Supervise, direct and oversee a team of account executives
- Approve budgets and conduct financial due diligence exercises
- Responsible to create training programmes and course design for all account executives

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| Apr 2016 – Dec 2018 | Global Business Development Manager, AHA Chemicals | Reston |
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Significantly improved market share in Asia by adding 200 revenue generating outlets during the last 12 months.

- Establish relationships with potential clients and facilitate integration with partner service solutions
- Assist in marketing strategy development for national and regional divisions
- Leverage new opportunities via the execution of new business projects
- Streamline profit margins through price adjustments and cost reduction analysis.
- Collaborate with the marketing team to successfully present and promote products.
- Conduct business analysis to deploy customized solutions for prospective clients
- Represent the company at conferences, meetings, and industry events
- Facilitate service level agreements and contract negotiations

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| Jan 2012 – Dec 2015 | Assistant Business Development Manager, Quantico Engineering |
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Exceed partner development sign-ons by 25% during Q3 and Q4 of 2015.

- Conduct business development and execute business strategies to develop new market channels
- Develop strong relationships with sales managers, customers, and industry leaders
- Assist with branding and introducing new products to client markets
- Research to analyze competitor products and services
- Cultivate relationships with prospective new clients by introducing sales consultants to them

EDUCATION

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| Jan 2018 – Apr 2019 | American Institute for Business Management and Communication, Certified Business Development Manager | Seattle |
| Jan 2016 – Apr 2017 | Harvard University, Masters in Business Administration | |
| Jan 2016 – Dec 2018 | University of Detroit, Bachelor's Degree in Sales and Marketing | Detroit |
| | GPA: 3.8 | |
| | Majors: Strategic Management, Marketing Management | |
| | Minors: Mergers, Acquisitions, and Business Valuation Analysis | |
| | Accolades: Deans Honors List | |

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| SKILLS | Account Management | Experienced | Brand Management | Experienced |
| | Client Relationship Management | Experienced | Business Development | Experienced |
| | Communication and Presentation | Expert | Market Research | Experienced |
| | Data Analytics | Experienced | Integrated Marketing | Experienced |
| | Contract Negotiation | Experienced | Roadshows | Experienced |

EXTRA-CURRICULAR ACTIVITIES

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| Jan 2019 – Apr 2019 | Mentor, Maven | Online |
| <i>Act as career coach and mentor to sales and marketing graduates from Henley University in the United Kingdom.</i> | | |
| <ul style="list-style-type: none"> • Proofread dissertations and proposals • Interview Training • Resume Design • Self Awareness Coaching | | |

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| LANGUAGES | English | Native speaker | Russian | Highly proficient |
| | Dutch | Highly proficient | | |

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| HOBBIES | Art, Writing, Basketball |
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