

Professional Experience

Business Development Manager

Ackerman Smartboards Inc., New York, NY | May 2016 - Present

- ◆ Manage 40+ accounts valued at \$200K to \$4M, lead initiatives to drive account growth, coordinate 180+ vendor relationships, and develop channel partner programs
- ◆ Oversee customer relationships for the introduction of a new product line generating over \$3M in growth with existing customers and \$1M from new accounts
- ◆ Secured a net new business partner to create a \$2M revenue opportunity, identify and resolve pain points, and drive sales across the education market

Business Development Manager

Ackerman Smartboards Inc., New York, NY | May 2011- May 2016

- ◆ Managed a territory generating \$3M In annual revenue and established relationships with business partners to drive sales opportunities for office network solutions
- ◆ Coordinated with stakeholders, educated clients on new product introductions, and collaborated with the business development team to drive positive business results

Education

Bachelor of Science (B.S.) Marketing

Columbia University, New York, NY | September 2007 - May 2011

Hideo
Araki

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A Business Development Manager with 10+ years of experience specializing in strategic selling, account management, channel sales, and go-to-market strategy. A proven track record of building channel partnerships and driving multi-million-dollar revenue growth.

Key Skills

- Business Development
- Channel Sales
- Strategic Partnerships
- Relationship Building
- Account Management