TIMOTHY

SKILLS

Communication · Customer-Oriented ·

Leadership · Team Coordination ·

Negotiation · Business Intelligence ·

Critical Thinking · Creativity ·

Sales & Marketing · Pricing Strategy ·

Time Management · Hubspot ·

INDUSTRY EXPERTISE

Sales training

Product-led growth

Partnerships

LANGUAGES

English

Native

Spanish

Advanced



A person who is quietly confident makes the best leader

— Fred Wilson, Union Ventures

PASSIONS

Developing my team into biz dev stars

Not only is it very satisfying, but it also adds more business value than anything else a leader does.

Giving back to my community

With my two kids, I spend at least one day each month on charity or volunteering in the community.

Horse-riding & spending time in nature

Recharging during the weekend is vital for leading a high-performing team.

Director of Business Development

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② linkedin.com/in/timothy-duncan-jr
♀ Paterson, New Jersey

SUMMARY

Data-driven business development director with 10 years of experience working with SaaS companies. Successfully secured high-profile strategic partnerships that lead to a 130% increase in sales. Executed an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers. Excellent communicator and team leader. Seeking to leverage my business development expertise at HyperTarget.

KEY ACHIEVEMENTS



Sales Training Expert

Trained over 30 entry-level sales representatives and underperforming sales executives, leading to a 110% increase in year-over-year sales



Negotiation

Landed major business deals with market-leading companies across various industries, which boosted brand authority and increased revenue



Leadership in Times of Crisis

During a restructuring period, formed fully operational technical sales department with \$3M annual sales within 6 months

EXPERIENCE

Director of Business Development

2016 - Ongoing

Esycron New Jersey

Computer software company specializing in digital mapping solutions and GPS technologies

- Secured high-profile strategic partnerships that lead to a 130% increase in sales by representing Esycron in meetings with external parties and conferences
- Collaborated with product development teams and marketing specialists to improve our pricing structure and product design
- Negotiated and closed seven major deals with international clients and large USbased companies with a total value of \$1.35M

Sales Representative

2011 - 2016

ReloUnion

New Jersey

A fast-moving innovative SaaS company powering online branded payment systems and services.

- Developed and executed a customer-focused growth plan, leading to a 72% increase in annual revenue within two years
- Boosted sales performance by hiring 18 new sales representatives and coaching underperforming sales associates
- Led an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers and increasing brand awareness in the payment gateway market

EDUCATION

MSc in Marketing Science

2006 - 2007

Columbus University

BSc in Marketing

2002 - 2005

Rutgers University