

TIMOTHY DUNCAN

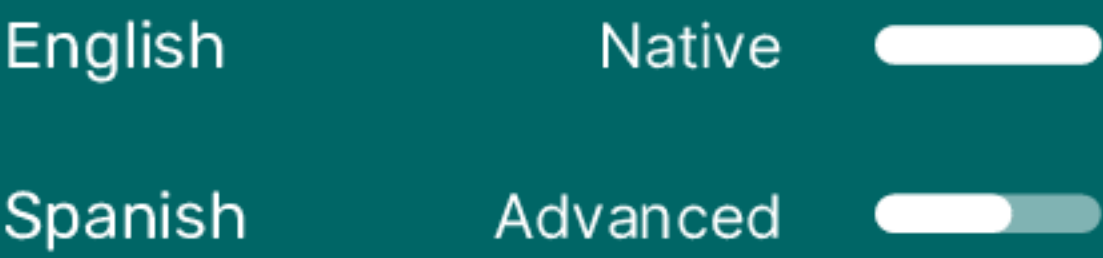
SKILLS

Communication • Customer-Oriented • Leadership • Team Coordination • Negotiation • Business Intelligence • Critical Thinking • Creativity • Sales & Marketing • Pricing Strategy • Time Management • Hubspot •

INDUSTRY EXPERTISE



LANGUAGES



FAVOURITE QUOTE

A person who is quietly confident makes the best leader

— Fred Wilson, Union Ventures

PASSIONS

- Developing my team into biz dev stars
- Giving back to my community
- Horse-riding & spending time in nature

Director of Business Development

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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
- Negotiation
- Leadership in Times of Crisis

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 US-based 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