

Hiroshi Tanaka

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PROFESSIONAL SUMMARY

Accomplished Business Development Manager with 0 years of progressive experience in Sales. Demonstrated expertise in Account Management, Customer Success, Relationship Building with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Account Management

Customer Success

Relationship Building

Upselling

Cross-selling

PROFESSIONAL EXPERIENCE

Business Development Manager | Airbnb

2023 - Present | Barcelona, Spain

- Spearheaded sales initiatives that delivered 26% improvement in operational efficiency
- Led cross-functional teams of 12 professionals across multiple high-impact projects
- Architected and implemented Account Management solutions resulting in \$171K annual cost savings
- Established best practices and mentored 6 team members, improving overall team productivity by 25%

EDUCATION

Bachelor of Science in Marketing

University of Manchester | 2018

CERTIFICATIONS

- Challenger Sale Methodology
- LinkedIn Sales Navigator Certified

LANGUAGES

English | Spanish | Arabic