

Rami Shoula

Business Development Manager

👤 Profile

Experienced and effective Business Development Manager bringing forth valuable industry experience and a passion for management. Results oriented with a proven track record of improving the market position of a company and maximizing opportunities for financial growth. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners.

📁 Employment History

Business Development Manager at Amazon.com, Inc. , Seattle

May 2013 — September 2019

- Developed and implemented strategic business plans and marketing strategies.
- Served as a passionate member of the Business Development team, helping to drive overall market and technical strategy.
- Identified specific prospects to reach out to, with an effective plan for communicating the specific value proposition for their business.
- Prepared and delivered business reviews to the senior management team regarding progress.
- Managed complex contract negotiations and communication with legal professionals.

Business Development Associate at Nike, Inc. , Seattle

May 2011 — April 2013

- Worked to identify and develop breakthrough technologies that create innovative products for our athletes.
- Worked with consumer expectations in mind at all times.
- Adept in working collaboratively with team members to design and execute innovative models that enhance manufacturing initiatives.
- Created and fostered long-lasting partnerships business partnerships that played a key role in company success.
- Successfully identified emerging trends and leading innovation, leading to successful business developments on our end.

🎓 Education

Bachelor of Business Administration, Seattle College, Seattle

August 2008 — May 2011

Associate of Communications, Bellevue College, Seattle

May 2004 — May 2008

📄 References

Daniel Aston from Nike, Inc.

Details

romioshoula@gmail.com

Skills

Advanced Communication Skills

Project Management Skills

Business Development Strategies

Marketing Strategies

Research Skills

Campaign Management Skills

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