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| 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 HistoryBusiness 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. |  |  |  | | --- | --- | |  | EducationBachelor of Business Administration, Seattle College, Seattle August 2008 — May 2011 Associate of Communications, Bellevue College, Seattle May 2004 — May 2008 |  |  |  | | --- | --- | |  | ReferencesDaniel Aston from Nike, Inc. [daston@nikeinc.com](mailto:daston@nikeinc.com) · 906-559-3329 Hannah Rossier from Amazon.com, Inc. [rossier@amazoninc.com](mailto:rossier@amazoninc.com) · 906-522-2910 Nina Salve from Amazon.com, Inc. [salve@amazoninc.com](mailto:salve@amazoninc.com) · 906-551-1828 | | DetailsSkills  |  |  | | --- | --- | | Advanced Communication Skills | | |  |  |  |  |  | | --- | --- | | Project Management Skills | | |  |  |  |  |  | | --- | --- | | Business Development Strategies | | |  |  |  |  |  | | --- | --- | | Marketing Strategies | | |  |  |  |  |  | | --- | --- | | Research Skills | | |  |  |  |  |  | | --- | --- | | Campaign Management Skills | | |  |  | |