

George Smith

Business Development Manager

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Profile Summary

Dynamic and results-driven Business Development Manager with over 8 years of experience in boosting organizational revenue, expanding business opportunities, and driving competitive market advantage. Expert in building strategic partnerships and collaborating cross-functionally to deliver innovative solutions. Proven ability to lead teams and execute business growth strategies in fast-paced environments.

Work Experience

Senior Business Development Manager

Tech Innovate Inc.

1st Feb, 2018 - Present

- Increased annual revenue by \$2 million by spearheading new product launches and expanding into new markets.
- Negotiated and closed strategic partnerships, resulting in a 30% increase in customer base.
- Led a team of 10 in developing and executing business strategies, improving operational efficiency by 20%.

Business Development Executive

Market Solutions Ltd.

1st Aug, 2014 - 31st Jan, 2018

- Developed and implemented a sales strategy that increased client acquisitions by 40% within two years.
- Collaborated with cross-functional teams to streamline processes, improving customer satisfaction scores by 25%.
- Trained and mentored junior team members, enhancing overall team performance by 15%.

Education

Harvard Business School

Master of Business Administration

1st Sep, 2012 - 31st May, 2014

University of California, Berkeley

Bachelor of Science in Business Administration

1st Sep, 2008 - 31st May, 2012

Skills

Strategic Planning, Negotiation, Team Leadership, Market Analysis, Project Management

Notable Projects

Global Market Expansion

Led a project to expand business operations into 3 new international markets, achieving a 25% increase in global market share.

Certifications

Certified Business Development Professional

Issued by International Business Development Institute, 15th Mar, 2019

Awards

Business Leader of the Year

Awarded by Tech Innovate Inc., 1st Nov, 2020