

# Connor Scott



## Business Development Manager

<b>Address</b>	1515 Pacific Ave, Los Angeles, CA 90291, United States	<b>Email</b>	email@email.com
<b>Place of birth</b>	San Antonio	<b>Nationality</b>	American
<b>Driving license</b>	Full	<b>Links</b>	<a href="#">Visualize.me</a> , <a href="#">Linkedin</a>

## 01 PROFILE

*Focused Business Development Manager with 10 years work tenure and exemplary planning and implementation capabilities. Highly-trained in data science and market intelligence analytics with an in-depth understanding of client requirements gathering and market categorization. Certified Business Development Manager (CBDP) and currently completing a Master's Degree in Business Administration.*

## 02 EMPLOYMENT HISTORY

01/2018 – Present

### **Senior Business Development Manager at Twizza Beverages** *Springfield*

*Created an automated customer acquisition strategy that generated continuous monthly growth of at least 11% by improving sales funnel conversion rates.*

- Develop new customer development strategies to capture market channels and increase client penetration
- Implement and execute marketing activities to increase branding and recognition programmes
- Build corporate relationships with customers and industry associations
- Suggest improvements in business strategies based on customer feedback mechanisms
- Expanded business development aligned to overall company goals
- Instrumental in developing initiatives for new projects together with the product development team
- Directed all meetings and produced presentations for clients
- Supervise, direct and oversee a team of account executives
- Approve budgets and conduct financial due diligence exercises
- Responsible to create training programmes and course design for all account executives

04/2016 – 12/2018

### **Global Business Development Manager at AHA Chemicals** *Reston*

*Significantly improved market share in Asia by adding 200 revenue generating outlets during the last 12 months.*

- Establish relationships with potential clients and facilitate integration with partner service solutions
- Assist in marketing strategy development for national and regional divisions
- Leverage new opportunities via the execution of new business projects
- Streamline profit margins through price adjustments and cost reduction analysis.
- Collaborate with the marketing team to successfully present and promote products.
- Conduct business analysis to deploy customized solutions for prospective clients
- Represent the company at conferences, meetings, and industry events
- Facilitate service level agreements and contract negotiations

01/2012 – 12/2015

### Assistant Business Development Manager at Quantico Engineering

*Exceed partner development sign-ons by 25% during Q3 and Q4 of 2015.*

- Conduct business development and execute business strategies to develop new market channels
- Develop strong relationships with sales managers, customers, and industry leaders
- Assist with branding and introducing new products to client markets
- Research to analyze competitor products and services
- Cultivate relationships with prospective new clients by introducing sales consultants to them

## 03 EDUCATION

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01/2018 – 04/2019

### American Institute for Business Management and Communication

Seattle

Certified Business Development Manager

01/2016 – 04/2017

### Harvard University

Masters in Business Administration

01/2016 – 12/2018

### University of Detroit

Detroit

Bachelor's Degree in Sales and Marketing

GPA: 3.8

Majors: Strategic Management, Marketing Management

Minors: Mergers, Acquisitions, and Business Valuation Analysis

Accolades: Deans Honors List

## 04 SKILLS

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Account Management	● ● ● ● ● ● ● ● ● ●	Brand Management	● ● ● ● ● ● ● ● ● ●
Client Relationship Management	● ● ● ● ● ● ● ● ● ●	Business Development	● ● ● ● ● ● ● ● ● ●
Communication and Presentation	● ● ● ● ● ● ● ● ● ●	Market Research	● ● ● ● ● ● ● ● ● ●
		Integrated Marketing	● ● ● ● ● ● ● ● ● ●

Data Analytics ● ● ● ● ●

Roadshows ● ● ● ● ●

Contract Negotiation ● ● ● ● ●

## 05 EXTRA-CURRICULAR ACTIVITIES

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01/2019 – 04/2019

### Mentor in Maven

Online

*Act as career coach and mentor to sales and marketing graduates from Henley University in the United Kingdom.*

- Proofread dissertations and proposals
- Interview Training
- Resume Design
- Self Awareness Coaching

## 06 LANGUAGES

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English ● ● ● ● ●

Russian ● ● ● ● ●

Dutch ● ● ● ● ●

## 07 HOBBIES

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Art, Writing, Basketball