

# CONNOR SCOTT

Business Development Manager

## INFO

### ADDRESS

1515 Pacific Ave, Los Angeles,  
CA 90291, United States

### EMAIL

email@email.com

## LINKS

[Visualize.me](#)

[Linkedin](#)

## SKILLS

Account Management



Brand Management



Client Relationship Manage...



Business Development



Communication and Present...



Market Research



Data Analytics



Integrated Marketing



## 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.*

## EMPLOYMENT HISTORY

**Senior Business Development Manager,** Springfield  
**Twizza Beverages**

Jan 2018 - Present

*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

**Global Business Development Manager,** Reston  
**AHA Chemicals**

Apr 2016 - Dec 2018

Contract Negotiation

Roadshows

## LANGUAGES

English

Russian

Dutch

## HOBBIES

Art, Writing, Basketball

*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

### **Assistant Business Development Manager, Quantico Engineering**

Jan 2012 - Dec 2015

*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

## EDUCATION

### **American Institute for Business Management and Communication, Certified Business Development Manager**

Seattle

Jan 2018 - Apr 2019

### **Harvard University, Masters in Business Administration**

Jan 2016 - Apr 2017

## **University of Detroit, Bachelor's Degree in Sales and Marketing**

Detroit

Jan 2016 - Dec 2018

GPA: 3.8

Majors: Strategic Management, Marketing Management

Minors: Mergers, Acquisitions, and Business Valuation Analysis

Accolades: Deans Honors List

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## **EXTRA-CURRICULAR ACTIVITIES**

### **Mentor, Maven**

Online

Jan 2019 - Apr 2019

*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