

Connor Scott, Business Development Manager

1515 Pacific Ave, Los Angeles, CA 90291, United States, email@email.com

Place of birth	San Antonio	Driving license	Full
Nationality	American		

LINKS [Visualize.me](#), [Linkedin](#)

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

Jan 2018 – Present **Senior Business Development Manager, 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

Apr 2016 – Dec 2018 **Global Business Development Manager, 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

Jan 2012 – Dec 2015 **Assistant Business Development Manager, 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
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EDUCATION

Jan 2018 – Apr 2019 **American Institute for Business Management and Communication, Certified Business Development Manager** Seattle

Jan 2016 – Apr 2017 **Harvard University, Masters in Business Administration**

Jan 2016 – Dec 2018 **University of Detroit, Bachelor's Degree in Sales and Marketing** Detroit

GPA: 3.8

Majors: Strategic Management, Marketing Management

Minors: Mergers, Acquisitions, and Business Valuation Analysis

Accolades: Deans Honors List

SKILLS	Account Management	Experienced	Brand Management	Experienced
	Client Relationship Management	Experienced	Business Development	Experienced
	Communication and Presentation	Expert	Market Research	Experienced
	Data Analytics	Experienced	Integrated Marketing	Experienced
	Contract Negotiation	Experienced	Roadshows	Experienced

EXTRA-CURRICULAR ACTIVITIES

Jan 2019 – Apr 2019 **Mentor, 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

LANGUAGES	English	Native speaker	Russian	Highly proficient
	Dutch	Highly proficient		

HOBBIES Art, Writing, Basketball