

# CONNOR SCOTT

BUSINESS DEVELOPMENT MANAGER

## INFO

### ADDRESS

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

### EMAIL

email@email.com

### PLACE OF BIRTH

San Antonio

### DRIVING LICENSE

Full

### NATIONALITY

American

## LINKS

[Visualize.me](#)

[Linkedin](#)

## SKILLS

Account Management

● ● ● ● ○

Brand Management

● ● ● ● ○

Client Relationship  
Management

● ● ● ● ○

Business Development

● ● ● ● ○

Communication and  
Presentation

● ● ● ● ●

Market Research

● ● ● ● ○

Data Analytics

● ● ● ● ○

Integrated Marketing

● ● ● ● ○

Contract Negotiation

● ● ● ● ○

Roadshows

## 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, Twizza Beverages

Springfield

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, AHA Chemicals

Reston

Apr 2016 – Dec 2018

*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



## LANGUAGES

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English



Russian



Dutch



## HOBBIES

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Art, Writing, Basketball

- 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

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### 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

## EXTRA-CURRICULAR ACTIVITIES

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### 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