



Connor Scott, Business Development Manager

LOS ANGELES, CA 90291, UNITED STATES · email@email.com

DETAILS

1515 Pacific Ave

Los Angeles, CA 90291, United States

DATE / PLACE OF BIRTH

San Antonio

NATIONALITY

American

DRIVING LICENSE

Full

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

LANGUAGES

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

Jan 2018 – Present, 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

Global Business Development Manager, AHA Chemicals

Apr 2016 – Dec 2018, 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

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

English

Russian

Dutch

HOBBIES

Art, Writing, Basketball

EDUCATION

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

Jan 2018 – Apr 2019, Seattle

Harvard University, Masters in Business Administration

Jan 2016 – Apr 2017

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

Jan 2016 – Dec 2018, Detroit

GPA: 3.8

Majors: Strategic Management, Marketing Management

Minors: Mergers, Acquisitions, and Business Valuation Analysis

Accolades: Deans Honors List

EXTRA-CURRICULAR ACTIVITIES

Mentor, Maven

Jan 2019 – Apr 2019, 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