



Connor Scott

Business Development Manager

ADDRESS

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

EMAIL

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PLACE OF BIRTH

San Antonio

NATIONALITY

American

DRIVING LICENSE

Full

LINKS

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

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

Jan 2018 – Present
Springfield

Senior Business Development Manager at Twizza Beverages

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

Reston

Global Business Development Manager at AHA Chemicals

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 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

Jan 2018 – Apr 2019

Seattle

American Institute for Business Management and Communication

Certified Business Development Manager

Jan 2016 – Apr 2017

Harvard University

Masters in Business Administration

Jan 2016 – Dec 2018

Detroit

University of 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

Account Management



Client Relationship Management



Communication and Presentation



Data Analytics



Contract Negotiation



Brand Management



Business Development



Market Research



Integrated Marketing



Roadshows



05 EXTRA-CURRICULAR ACTIVITIES

Jan 2019 – Apr 2019

Online

Mentor in Maven

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

English



Dutch



Russian



07 HOBBIES

Art, Writing, Basketball