

Connor Scott

Business Development Manager



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PLACE OF BIRTH	San Antonio	NATIONALITY	American
DRIVING LICENSE	Full	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

SPRINGFIELD

Senior Business Development Manager

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

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 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

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

Skills

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

Extra-curricular activities

Jan 2019 – Apr 2019

ONLINE

Mentor

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

Languages

English	● ● ● ● ●	Russian	● ● ● ● ●
Dutch	● ● ● ● ●		

Hobbies

Art, Writing, Basketball