



Connor Scott

Business Development Manager

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 at Twizza Beverages, Springfield

January 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 at AHA Chemicals, Reston

April 2016 – December 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.

Details

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

email@email.com

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

English

Russian

Dutch

- 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

Hobbies

Art, Writing, Basketball

Assistant Business Development Manager at Quantico Engineering

January 2012 – December 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

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

January 2018 – April 2019

Masters in Business Administration, Harvard University

January 2016 – April 2017

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

January 2016 – December 2018

GPA: 3.8

Majors: Strategic Management, Marketing Management

Minors: Mergers, Acquisitions, and Business Valuation Analysis

Accolades: Deans Honors List

🏆 Extra-curricular activities

Mentor at Maven, Online

January 2019 – April 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