



Jane Roe

Business Development Manager

Professional business developer with four years of experience in the business development process. Involved in product testing and management.



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Santa Clara, USA



01 September, 1995

SKILLS

Public Speaking

Negotiation

Decision Making

Research & Strategy

Emotional Intelligence

Outbound Marketing

Email Marketing

Sales & Marketing

LANGUAGES

English, Spanish, French
Native or Bilingual Proficiency

INTERESTS

Watching Movies.

Listening Songs.

Playing Cricket.

Playing Video Games.

WORK EXPERIENCE

Business Development Manager AirState Solutions 13'

08/2011 - 06/2015

New York

Courses

- Business Development Manager with 7+ years of hands-on experience in key accounts management, business development, product testing, and strategic relationship development.
- Demonstrated history of driving revenue growth and profits in a cutthroat market.
- Lead marketing and business development activities to attain excellent performance and get new business on board.
- Boost revenue over \$1.5M per year. Also, achieve 10% sales growth via new business acquisition and implementing effective growth plans.

Business Development Assistant AirState Solutions

08/2009 - 08/2011

New York

Courses

- Complex logistical and diary management with a proactive approach for participation in the meeting.
- Planned, supervised, and coordinated daily schedules for senior business analysts.
- Developing and maintaining data and other important business management tools.
- Enhanced customer services, with a boost in customer satisfaction rate by 30%.

ORGANIZATIONS

American Management Association (09/2016 - 2012)

Association of Private Enterprise Education (06/2012 - 09/2016)

eBusiness Association (eBA) (09/2011 - 2012)

EDUCATION

MSc in Economics and Business Administration, The University of Chicago
(09/2008 - 08/2010)

HONOURS AND AWARDS

Jury Member, Venture Cup Entrepreneurship Competition (2016) Venture Cup USA

Sales Individual & Business Development Award (2015)

Excellence in Customer Partnering Award