

# Amina Patel

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## SUMMARY

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Results-driven Business Development Manager with over 5 years of experience in driving revenue growth and building strategic partnerships. Proven track record in identifying market opportunities and implementing successful strategies to enhance business performance.

## EXPERIENCE

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### Business Development Manager

Jan 2022 - Present

*Tech Innovations Inc., San Francisco, CA*

- Increased annual revenue by 25% through strategic partnerships and market expansion initiatives.
- Developed and executed a lead generation strategy that improved customer acquisition rate by 40% over 12 months.
- Utilized Salesforce and HubSpot for client relationship management and data analysis to optimize sales processes.

### Business Development Associate

Jun 2019 - Dec 2021

*Global Solutions Corp., Los Angeles, CA*

- Identified and secured 15 new corporate accounts, contributing to a 30% increase in market share.
- Collaborated with marketing to develop targeted campaigns that resulted in a 50% increase in lead conversion.
- Conducted market research and competitive analysis to inform product development and pricing strategies.

### Sales Coordinator

Aug 2018 - May 2019

*Innovative Enterprises, Los Angeles, CA*

- Supported sales team in achieving a 20% increase in quarterly sales by streamlining reporting processes.
- Managed customer database using CRM tools, improving data accuracy and accessibility.
- Created sales presentations and proposals that led to securing contracts worth over \$500,000.

## EDUCATION

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### Bachelor of Science in Business Administration

May 2018

*University of California, Berkeley, Berkeley, CA • GPA: 3.7*

## SKILLS

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**Technical Skills:** Sales Strategy, Market Research, Data Analysis, Negotiation

**Tools & Frameworks:** Salesforce, HubSpot, Microsoft Excel, Google Analytics