

Amina Patel

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SUMMARY

Dynamic Business Development Manager with over 5 years of experience driving revenue growth and forging strategic partnerships. Proven ability to leverage market insights and data analytics to enhance business strategies and exceed sales targets.

EXPERIENCE

Business Development Manager

Jan 2022 - Present

Tech Innovations Inc., San Francisco, CA

- Increased annual revenue by 30% through the development of key partnerships in emerging markets.
- Implemented a CRM system that improved sales tracking efficiency by 25% and reduced lead response time by 15 hours per month.
- Conducted market analysis that led to the successful launch of 3 new products, generating \$500K in additional revenue within the first year.

Business Development Associate

Jun 2019 - Dec 2021

Global Solutions Ltd., Los Angeles, CA

- Assisted in achieving a 40% increase in client base through targeted outreach and networking initiatives.
- Developed and maintained relationships with over 50 key accounts, resulting in a 20% growth in repeat business.
- Utilized Salesforce for tracking leads and managing client relationships, improving follow-up efficiency by 30%.

Sales Intern

May 2018 - May 2019

Innovate Tech Corp., San Diego, CA

- Supported the sales team in completing market research and generating leads, contributing to a 15% increase in sales pipeline.
- Developed training materials for new interns, reducing onboarding time by 2 weeks.
- Participated in client meetings, enhancing communication skills and understanding of client needs.

EDUCATION

Bachelor of Science in Business Administration

May 2018

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

SKILLS

Technical Skills: Salesforce, Microsoft Excel, Data Analysis, Market Research

Tools & Frameworks: HubSpot, Google Analytics, PowerPoint