

# Client Name

Address

Mobile: +1-999-999-9999, Email: email@email.com

## Business Development / Strategic Consultant

*High-performing professional offering over 9 years of rich experience; passionate about producing exemplary results through in-depth market research and analysis*

Technically competent and highly empowered management consultant with significant experience identifying and capitalizing on business opportunities across diverse industry verticals; exhaustive experience in creating market penetration plans, drafting RFIs/RFQs, based on customer requirements and revenue acceleration while investing in unparalleled tools, talent and cohesive teams; skilled implementer with proven abilities in identifying untapped possibilities, and driving projects from start to finish; known for creative ideas, building strong client relationships and providing strategic solutions for sustained organization growth; talent for forging self-directed, multi-disciplinary teams that are able to collaboratively break down and manage complex information

### Key strength areas

- Strategy development & management
- Revenue growth strategies
- Business process improvement
- Team management & development
- Reporting/documentation/proposal development
- Market analysis, forecasting & valuation
- Turnkey project management & delivery
- Advanced technology skills
- Stakeholder relationship management
- Liaison and communication skills

## Professional Experience and Accomplishments

**Brickwork India**

**11/2008 - present**

***Associate Manager – Research and Consulting***

### Major Accountabilities

- Directing a cross-functional team of 14 members for delivering more than 200 researches and consulting assignments; actively participate in knowledge sharing and train the team on research skills, methodologies, and soft skills.
- Interacting with various prospects and leads, submitting detailed proposals, and driving business growth for the organization.
- Extending support in creating powerful high-end proposals for Indian Government and fortune 500 companies for the sister company - Brickwork Ratings.
- Demonstrate excellent technology skills and insights while proposing solutions to the clients and handling research assignments.
- Representing Fairfax Economic Development Authority (a US government agency) in India, and actively role in identifying business prospects for the agency through tradeshows and marketing events.

### Significant contributions

- Deputed onsite at Beijing for creating and implementing a strategic approach to generate business for a China based company.
- As Account Manager for Middle-east regions, successfully managed turnkey projects including, setting up of a cable manufacturing plant in North Africa, conducting opportunity analysis for Sharia hotels in Middle East
- Successfully handled and created more than 20 different robust business plans involving diverse industries.
- Handled IT accounts such as Arrow Group to execute dedicated IT projects.

#### **Awards**

- Recognized for outstanding contributions and was awarded the best performer for three consecutive years.
- Appreciated for directing the team effectively and was felicitated with the best team leader award.

#### **DELOPT**

**07/2007 – 11/2008**

##### ***Business Analyst***

- Developed and implemented innovative product ideas and solutions for Building Automation Systems.
- Created a new website for the company to rebrand and reposition the company.
- Acquired vital knowledge on electronics and embedded systems, and developed requirement for software development.
- Prepared the RFPs and RFQs for domestic and global clients.
- Actively involved in generating business leads and participated in research and development activities
- Participated in trade shows to identify prospects and generate business.

#### **Caritor India Pvt. Ltd.**

**03/2006 – 04/2007**

##### ***Business Analyst***

- Analysed the existing Healthcare applications and designed the pre-analysis artifacts.
- Developed use cases for medical imaging software, and provided end-to-end project management solution for Meds managing software
- Executed Caritor e-shop - in-house project
- Developing the proposals for the global market.

#### **24/7 Customer**

**08/2005 – 01/2006**

##### ***Tele Sales Representative***

- Providing extensive sales support to the UK clients on healthcare and insurance products and services
- Excelled in customer services and successfully executed pre and post sales activities.

---

## **Academic and Professional Qualifications**

#### **Master's in Business Administration (Marketing & Systems), 2006**

MP Birla Institute of Management, Bangalore

#### **Bachelors of Technology (Mechanical Engineering), 2003**

J.N.T.U. Hyderabad

---