JANE DOE

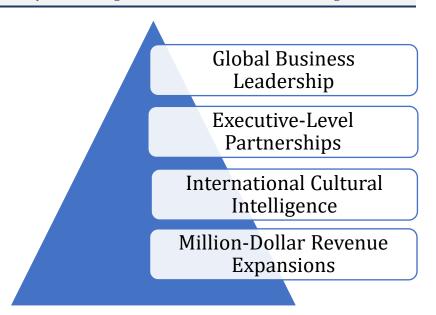
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DIRECTOR OF BUSINESS DEVELOPMENT

INTERNATIONAL BUSINESS DEVELOPMENT • VP/MINISTER-LEVEL PARTNERSHIPS • STRATEGIC BUSINESS POSITIONING

Designing and executing ground-breaking business development strategies that unleash recurrent revenue growth

Top-performing and multilingual business development executive with 12+ years experience in fueling continuous business growth by executing strategic B2B sales strategies and top-level partnerships within the Oil & Gas and Energy sector. A revenue expansion champion and VP/Minister-level engagement specialist. Handpicked to deploy extensive cultural exposure to establish project direction in South America as the Head of Business Development for an International Oil & Gas publication, delivered \$1M and \$700K in project funding/revenue within the Mexico and Columbia publication projects respectively via the initiation of strategic partnerships and project buy-ins. Relentlessly dedicated to organizational growth, business integrity, international culture alignment, and staff motivation.



Core Competencies

Global Business Development · International Cultural Intelligence · Executive-Level Partnerships · Bottom-line Revenue Growth · Oil & Gas Industry Engagement · Business Synergy & Market Penetration · Performance Optimization & Evaluation · Business Process Analysis & Improvements · Competitive Sales Initiatives · Cross-Functional Leadership & Team Engagement

PROFESSIONAL EXPERIENCE

Company, Miami, FL

January 2019 - Present

Head - International Business Development (Energy, Oil & Gas)

Handpicked to drive robust leadership initiatives for the company's strategic partnerships and business development efforts within the Oil & Gas and Energy sector in North America.

- **Built from the ground up,** a top-performing oil & gas business development team, constantly promoting a culture of excellence that ensure the alignment of growth metrics and business strategies with operational deliverables while coalescing efforts that catalyzed the achievement of a **30% revenue growth between 2019 and 2020**
- **Ignited a turnaround revenue growth,** singlehandedly coalescing efforts to generate **over \$1M** in **new businesses** within the Oil & Gas sector amidst the management of internal processes to ensure effective delivery on all projects and partnerships
- Position the organization for growth via the development and management of multiple B2B/C-suite relationships that included vendor evaluations, pre/post-deal account management, negotiations, and business development evaluations
- Pioneer the recurrent identification of strategic business opportunities, deploying extensive business leadership
 experience to "own" negotiation processes for critical business deals/partnerships between oil & gas operators and
 technology service providers
 - Played a key role as an integral part of the management team, collaborating extensively with executives to sharpen the strategic direction of the company via the implementation of a wide range of initiatives, including the planning and execution of the company's private oil & gas bi-annual events with business partners and clients.

Company, Miami, FL

June 2013 – January 2015

International Project Manager | Head of Business Development (Mexico & Colombia)

Demonstrated superior cultural intelligence as an international business development thought leader. Tasked with spearheading the Oil and Gas publication project in South America. **Relocated twice** (Mexico & Columbia) to drive strategic efforts that were critical in ensuring the full-scale success and effectiveness of the projects.

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• Laid the groundwork for mutually beneficial partnerships with PEMEX in Mexico and ANH in Colombia, successfully developing and establishing "made-to-fit" business and marketing strategies tailored to each of the countries

- **Selected based on exceptional C-suite partner engagement acumen** to facilitate and coordinate physical meetings with **top-level executives and government ministers** across the Mexican and Columbian Oil & Gas industries
- Secured high-value partnerships and collaborations with key stakeholders, leveraging a proven track record as a turnaround change specialist to boost revenue expectations and generate \$1M and \$700K for the Mexico and Columbia project, respectively
- Handled training and management deliverables for a 10-person on-site team, handling the amplification of brand awareness within both markets
 - **Propelled revolutionary advances in operational capabilities,** which helped double outlined operational targets within a 6-8 month projected timeframe

Company, Miami, FL | Istanbul, Turkey

October 2011 - June 2013

Business Partner | Chief Management Officer | Chief Business Development Officer

Championed the execution of innovative business development efforts as the visionary Co-founder for this online fashion store. Successfully forged a direct merchandise supply pipeline with Turkish manufacturers, eliminating all redundancies associated with intermediaries and wholesalers.

- **Business Growth:** Positioned the business for continuous improvements, leading efforts that helped expand operations and strategically positioned the brand as a widely recognized organization within a market marked with strong competition
- **Marketing Operations:** Oversaw entire marketing strategy, deploying extensive public relations knowledge across to drive customer loyalty, align service offerings with market expectations, and ultimately influence bottom-line profit
- Leadership and Personnel Engagement: Helmed the sole responsibility of training/coordinating the operational deliverables of about 20 employees, successfully developing and fostering a work culture focused on exceptional service delivery
- **Operational Expansion:** Spearheaded business improvements efforts for a new model explicitly tailored for new markets in Europe and the Middle east
- Ideated, developed, and rolled out the business structure and operational strategy for marketing, operations, logistics, and customer service divisions while placing a strong focus on process improvements across the entire business

EDUCATION

FLORIDA INTERNATIONAL UNIVERSITY, Miami, USA

Masters of International Business (MIB)

STATE UNIVERSITY OF MOLDOVA, Chisinau, Moldova

Bachelors of International Economic Relations

CERTIFICATION

Florida International University (+ Acumen): Social Entrepreneurship

School of Business: Marketing & Management

PUBLICATIONS & PROJECTS

Niobium: Brazilian Mining's Ace in the Hole

https://latintrade.com/2018/11/28/niobium-brazilian-minings-ace-in-the-hole/?v=7516fd43adaa

iChange FIU: Social Entrepreneurship Business (Bamboo Cutlery Project) https://news.fiu.edu/2019/ichange-fiu-sustainable-practices-for-sustainable-businesses

The Oil and Gas Year: Project & Publication (Colombia, 2014 | Mexico, 2013)

International Energy Forum14 (Moscow): Pre/Post Event Publication (Turkey, 2014)

TECHNICAL EXPERTISE

Microsoft Office Suite (Word, Excel, PowerPoint)

LANGUAGES