

# JANE DOE

MIAMI, FL • (000)000-0000 • janedoe@gmail.com • linkedin.com/in/janedoe/

## 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.

## Continued.....

- **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

Spanish | Russian | Romanian