



MIA TAYLOR

Business Development Specialist

✉ support@qwikresume.com ☎ (123) 456 7899 📍 Los Angeles

🌐 www.qwikresume.com

💡 SKILLS

Influencing Skills



Business Presentation Skills



Negotiation Skills



Strategic Planning



Market Segmentation



🎯 INTERESTS

★ Surfing 🌐 Martial Arts

👏 Community Service 🗣️ Blogging

👊 STRENGTHS

🕒 Patience

🏔️ Perseverance

📅 Planning

⚙️ Positivity

🗣️ LANGUAGES



English



Japanese



Russian

🏆 ACHIEVEMENTS

★ Increased client acquisition by 30% through targeted outreach strategies.

★ Developed strategic partnerships leading to a 25% revenue growth year-over-year.

👤 PROFESSIONAL SUMMARY

Dedicated Business Development Specialist with 5 years of experience in driving market expansion and securing strategic partnerships. Expertise in crafting targeted business strategies that enhance client acquisition and retention. Strong analytical abilities to identify growth opportunities and build lasting relationships, contributing to organizational growth and success.

💻 WORK EXPERIENCE

Business Development Specialist II

📅 Jan / 2021-Ongoing

Seaside Innovations

📍 Santa Monica, CA

1. Conduct market research to identify potential clients and partnership opportunities, leading to increased business development.
2. Develop and maintain strong relationships with key stakeholders to drive collaboration and revenue growth.
3. Analyze client needs and tailor solutions to meet their specific requirements, enhancing customer satisfaction.
4. Manage and track sales pipelines, ensuring timely follow-ups and closure of opportunities.
5. Coordinate and facilitate workshops and presentations to showcase services and engage potential clients.
6. Monitor industry trends and competitor activities to strategically position services in the market.
7. Collaborate with marketing teams to align business development strategies with promotional efforts.

Business Development Specialist

📅 Jan / 2020-Jan / 2021

Cactus Creek Solutions

📍 Phoenix, AZ

1. Engaged in proactive outreach to identify and qualify leads, successfully setting appointments with prospective clients.
2. Participated in trade shows and networking events to generate interest and develop new business leads.
3. Researched market trends and competitor activities to identify new business opportunities.
4. Built and maintained relationships with clients to ensure satisfaction and repeat business.
5. Achieved sales targets consistently through strategic planning and execution.

🎓 EDUCATION

Bachelor of Business Administration

📅 Jan / 2019-Jan / 2020

University of California

📍 Denver, CO

Focused on Business Development and Marketing strategies.