



ETHAN MARTINEZ

International Business Development
Manager

PROFESSIONAL SUMMARY

Dynamic International Business Development Manager with 10 years of experience driving growth in global markets. Proven track record in forging strategic partnerships, optimizing supply chains, and enhancing client satisfaction through innovative solutions.

WORK EXPERIENCE



International Business Development Manager  Dec / 2018-Ongoing
Seaside Innovations  Santa Monica, CA

1. Developed and executed international business strategies that increased market share by 30%.
2. Forged strong relationships with global clients, enhancing customer loyalty and retention.
3. Negotiated multi-million dollar contracts with international partners, driving revenue growth.
4. Conducted market research to identify new opportunities and trends in international markets.
5. Collaborated with cross-functional teams to streamline operations and improve service delivery.
6. Implemented training programs for teams on international business practices and cultural awareness.
7. Monitored and analyzed competitor activities to inform strategic planning and decision-making.

International Business Development Manager  Dec / 2014-Dec / 2018
Cactus Creek Solutions  Phoenix, AZ

1. Engaged with key stakeholders in international markets to drive product adoption and sales.
2. Utilized product demonstrations and technical support to enhance client relationships.
3. Developed marketing strategies tailored to diverse international audiences.
4. Achieved a 40% increase in international sales through effective lead generation techniques.
5. Coordinated with global marketing teams to align strategies and maximize impact.

EDUCATION

Master of Business Administration  Dec / 2011-Dec / 2014
Harvard Business School  Santa Monica, CA
Specialized in International Business and Marketing.

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SKILLS

Global Supply Chain Strategy

Market Analysis

Strategic Partnerships

Sales Forecasting

Contract Negotiation

INTERESTS

 Scuba Diving  E-sports
 Reading Fiction  Puzzle Solving



STRENGTHS

 Self-awareness  Self-discipline
 Sensitivity  Service-oriented

LANGUAGES

 80% English
 80% Indonesian
 80% Swahili

ACHIEVEMENTS

-  Increased international sales by 35% through targeted market entry strategies.
-  Established partnerships with 15 new international distributors, expanding market reach.