



DRACO MALFOY

BUSINESS DEVELOPMENT MANAGER

ADDRESS

SOME STREET NO.240,NY BUILDING NUMBER

CONTACT

00 122 4555 666

WEBSITE

WWW.COMPANY.COM

PROFESSIONAL PROFILE

Goal-oriented and self-motivated professional with 3+ years of experience in business development seeking to use skills involving market research, forecasting and stakeholder management.

EDUCATION

UNIVERSITY OF MASSACHUSETTS

Graduated with a bachelor of management.

MIT - MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Took up Management for four years, before shifting to Marketing. Graduated with top marks.

MASSACHUSETTS HIGH SCHOOL

Graduated with top marks and ranked fourth highest GPA in school.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

- Coordinated and assisted in the proposal process of all contracts
- Managed relationships with existing clients and partners
- Helped to research/plan marketing events (client lunches, dinners, sporting events, community outreach, etc.)

BUSINESS DEVELOPMENT MANAGER

- Generated market awareness by networking with industry players
- Maintained, measured, reviewed and report the status of leads within the CRM system daily
- Made phone calls and sent Emails to existing clients to set up conversations and review meetings

PERSONAL SKILLS



PROFESSIONAL SKILLS

