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jane.roe

SKILLS

SEO

Public Speaking

Negotiation

Teamwork

Decision Making

Research & Strategy

Emotional
Intelligence

Outbound Marketing

Email Marketing

Google Analytics

Sales & Marketing

LANGUAGES

English



Spanish



French



Jane Roe

Business Development Manager

Professional Business Developer with more than four years of experience in the business development processes. Involved in product testing, management, and development of new business opportunities.

WORK EXPERIENCE

Business Development Manager

AirState Solutions

09/2014 – 06/2017

New York, USA

- Successfully managed \$2 - 3 million budget projects and successfully achieved the project scheduled goals.
- Developed and implemented new marketing and sales plans and defined the strategy for the next 5 years.
- Reviewed constantly the customer feedback and then suggested ways to improve the processes and customer service levels which increased the satisfaction rate from 81% to 95%.
- Ensured that new clients will grow into a loyal customer base in a specialist niche market by implementing a new loyalty program.

Business Development Assistant

AirState Solutions

08/2012 – 09/2014

Chicago, USA

- Increased the customer satisfaction rate by 25% by improving the customer service.
- Planned, supervised, and coordinated daily activity of 3 junior business analysts.
- Improved the communication with the Marketing department to better understand the competitive position.
- Directed the creation and implementation of a Business Continuity Plan, and the management of audit programs.

ORGANIZATIONS

American Management Association (2015 – Present)

Association of Private Enterprise Education (2014 – Present)

eBusiness Association (eBA) (2013 – Present)

EDUCATION

MSc in Economics and Business Administration

The University of Chicago

09/2008 – 06/2010

HONOURS AND AWARDS

Jury Member, Venture Cup Entrepreneurship Competition (2016)

Venture Cup USA

Sales Individual & Business Development Award (2015)

AirState Business Awards

Excellence in Customer Partnering Award

IES - Institute of Excellence in Sales