

Martini Aline

Principal Business Development Manager

Summary

I'm 34-old Principal Business Development Manager with over 10 years of experience in Bi-lingual – Spanish skills (), Advanced written/verbal communication & negotiation skills and Strong relationship building and cross-selling skills. Certified in Must have certificate/diploma in culinary and High school certificate and equal level of education. Proven team player in collaborative environment.

Experience

Principal Business Development Manager Hahnville Exports , Lake George, WI

2017 to Present

- + Work with marketing to access current sales tools and drive the creation of new solutions
- + Gather market/industry/competitor information for marketing and promotion analysis
- + Must possess the ability to maintain flexibility to travel domestically and internationally
- + Demonstrated negotiation capabilities, with an ability to build and maintain strategic working relationships
- + Maintain and monitor strategic execution plans, consistent with program requirements and organizational constraints
- + Pro-active communicator – natural sharer of information and collaborator across teams

Sports Business Development Manager Passeri Wholesale , Renault, IL

2016 – 2017

- + Partner with Cisco Marketing & External marketing firms to produce sales ready demand generation kits and programs
- + Builds and lead high Performance Teams - Aligns team members in company culture, vision, values and expectations. –
- + Assure that all sales and inside sales people have the tools and training necessary to achieve goals
- + To make telephone calls as initial approach of potential clients to identify new opportunities
- + Drive incremental value in existing major accounts that overlap the sports and entertainment vertical



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Skills

- + Advanced written/verbal communication & negotiation skills
- + Strong relationship building and cross-selling skills
- + Bi-lingual – Spanish skills ()
- + Skills to guide the team towards a high performance culture
- + Proven customer service/relations skills
- + Proven team player in collaborative environment

Reference

Kentner Alverta

Head of Sales
Hahnville Exports

📞 262-186-7609

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Laigo Brittani

Head of Sales
Passeri Wholesale

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International Business Development Manager **Laterose Goods , Red Creek, NY**

2015 – 2016

- + Demonstrated self-starter with initiative to identify growth opportunities, coordinate & drive actions to influence customer
- + Work closely with Engineering on new product development and with Sales on product positioning
- + Understand and set high level strategic objectives while managing cross organizational priorities
- + A tenacious approach, a positive attitude and ability to effectively adapt to change
- + Evaluate the credit worthiness of prospects by analyzing dealer cash flows and performance ratios

Junior Business Development Manager Cloud Computing **Trumble Wholesale , Grass Valley, CA**

2013 – 2015

- + Identify and track key performance indicators such a units sold, unit mix, geo mix, average selling price, channel mix etc
- + Drive and manage strategic and operational activities related to one or more commodities or offerings
- + Subject Matter expertise in O&G industry, including Upstream, Midstream and Downstream
- + Present projects and programs throughout the organization in an effective manner

Global Business Development Manager International Sales **German Market** **Prairieville Trading , Prosser, WA**

2009 – 2013

- + Partner with assigned Business Development Managers to create and develop business development strategy
- + Producing quotations, proposals, agreements and prospect pitches as and when required by prospect client or advisor
- + Develop and execute Go-To-Market and sales plans in conjunction with selected ISVs
- + Work with an ecosystem of business partners and influencers in the territory to assist with the sales process

Education

Degree in Sales specialisation **University of Burdett, KS**

2005 – 2009

