

TAYLOR FOSTER

Experienced Business Development Executive in Hong Kong

✉ jane.doe@example.com

📍 Hong Kong



SUMMARY

Highly-driven Business Development Executive with 2-3 years of sales experience in the digital and agile environment. Proven ability to identify and develop new growth markets and maintain and grow existing accounts. Exceptional communication skills and ability to navigate client issues through to resolution. Fluent in English and Cantonese.

EXPERIENCE

Business Development Executive

ABC Company

📅 2019 - 2021 📍 Hong Kong

Identified new business opportunities and maintained existing accounts resulting in 15% increase in revenue. Worked closely with the consultants to define solutions and win projects. Strengthened relationships with existing accounts and attended events to expand the network. Promoted the company as a partner of choice and contributed to internal events and trainings.

- Identified and targeted key businesses in digital and non-digital sectors resulting in a 25% increase in leads.
- Developed successful go-to-market strategies resulting in a 20% increase in new project wins.
- Managed a portfolio of 20+ existing accounts and expanded business with 15% growth in revenue.
- Collaborated with clients on various projects resulting in 100% client satisfaction rate.
- Created and delivered consulting presentations, solutions and proposals according to market needs.
- Expanded personal network and promoted the company by attending industry events.
- Contributed to the internal Palo IT life through organizing and participating in events and trainings.

STRENGTHS



Sales Growth

Achieved 30% YoY growth in revenue through targeted prospecting and effective account management.



Collaboration

Collaborated with cross-functional teams to deliver innovative solutions that meet clients' needs.



Attention to Detail

Ensured contract details were accurately documented and executed to ensure successful project delivery.

SKILLS

Prospecting

Account Management

Sales Strategy

Consultative Selling

Go-To-Market Strategy

Client Relationship Management

ACHIEVEMENTS



Launching New Product

Led the successful launch of a new digital product, resulting in a 20% increase in revenue.



Client Retention

Maintained strong relationships with key clients, resulting in a 95% client retention rate.

Executive Profile The Young Mans Guide To Business Success

Robert R. Redfield



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