

Elma Tschirgi

Business

Development Analyst

Details

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(386) 886-0908

123 Magnolia Lane, Jackson, MS 39201

Profile

Business Development Analyst with 1 year of experience in driving strategic initiatives, identifying growth opportunities, and conducting market research. Proficient in data analysis, project management, and client relations, with a proven track record of supporting business expansion and enhancing organizational performance. Skilled in collaborating with cross-functional teams and leveraging analytical skills to inform decision-making and drive results.

Employment History

Business Development Analyst at C Spire, MS

Mar 2023 - Present

- Led a cross-functional team to develop and implement a new sales strategy, resulting in a 25% increase in revenue and attracting 50 new enterprise clients within one year.
- Conducted comprehensive market research and analysis, identifying a previously untapped market segment, leading to the development of a new product offering that generated \$1.5 million in additional annual revenue.
- Successfully negotiated and closed a strategic partnership deal with a major technology provider, leading to a 20% reduction in operating costs and enhancing C Spire's competitive position in the market.
- Streamlined the lead generation process by implementing a CRM system and creating targeted marketing campaigns, resulting in a 30% increase in qualified leads and a 15% improvement in sales conversion rates.

Associate Business Development Analyst at Sanderson Farms, MS

Aug 2022 - Jan 2023

- Successfully identified and secured 5 new strategic partnerships within the first year, resulting in a 15% increase in annual revenue for Sanderson Farms, MS.
 - Implemented data-driven market research strategies that led to the expansion into 3 new regional markets, boosting overall sales by 25% within 18 months.
 - Streamlined the lead generation process by developing and implementing an innovative CRM system, which increased the sales team's efficiency by 30% and contributed to a 10% growth in customer base.
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Education

Bachelor of Business Administration in Business Development at Mississippi State University, MS

Aug 2017 - May 2022

Relevant Coursework: Business Strategy, Marketing, Finance, Operations Management, Entrepreneurship, Business Analytics, Organizational