

Delana Ash

Business
Development
Consultant

Details

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(783) 467-3015

123 Mountain View Lane, Bozeman, MT 59715

Profile

Business Development Consultant with 2 years of experience in driving revenue growth, expanding market share, and enhancing client relationships. Adept at identifying strategic opportunities, designing data-driven solutions, and fostering cross-functional collaboration. Skilled in negotiation, project management, and delivering exceptional client experiences. Proven track record of contributing to business growth and success.

Employment History

Business Development Consultant at Montana Business Development Consultants, MT

Apr 2023 - Present

- Secured a \$2 million contract with a leading retail company, resulting in a 20% increase in annual revenue for Montana Business Development Consultants and solidifying a long-term partnership with the client.
- Developed and implemented a new sales strategy that targeted untapped markets, resulting in a 30% growth in the client base and a 25% increase in overall sales within the first year of execution.
- Streamlined internal processes and improved communication between departments, leading to a 15% reduction in project completion time and boosting client satisfaction rates by 10%.

Associate Business Development Consultant at Big Sky Economic Development, MT

Jul 2021 - Feb 2023

- Successfully secured a \$2 million grant for a local manufacturing company, resulting in the creation of 50 new jobs and a 25% increase in production capacity.
- Developed and implemented a targeted marketing campaign that attracted 10 new businesses to the region, generating over \$5 million in annual revenue and creating 200 new job opportunities.
- Established a strategic partnership with a major technology firm, leading to a \$1.5 million investment in the local community and the development of a state-of-the-art innovation center.

Education

Master of Business Administration in Business Development at Montana State University, Bozeman, MT

Aug 2017 - May 2021

Relevant Coursework: Strategic Management, Marketing, Financial Analysis, Entrepreneurship, Business Analytics, Project Management,