

AYODELE ZEBROWSKI

Business Development Executive

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(898) 989-1453

123 Magnolia St, Jackson, MS 39202



PROFILE

Results-driven Business Development Executive with 1 year of experience in driving revenue growth and expanding market share. Adept at identifying strategic opportunities, forging strong client relationships, and delivering exceptional value to stakeholders. Skilled in research, analysis, and negotiation, with a proven track record in contributing to the success of diverse industries. Committed to continuous learning and professional development to stay current with market trends and drive business excellence.

LINKS

[linkedin.com/in/ayodelezebrowski](https://www.linkedin.com/in/ayodelezebrowski)

SKILLS

Salesforce

LinkedIn Sales Navigator

Marketo

HubSpot CRM

Tableau

Pipedrive

Zoho CRM

LANGUAGES

English

Italian

HOBBIES

EMPLOYMENT HISTORY

● Business Development Executive at C Spire, MS

May 2023 - Present

- Achieved a 35% increase in sales revenue within the first year, successfully closing deals worth over \$2 million and securing long-term partnerships with key clients in the telecommunications industry.
- Expanded C Spire's market presence in Mississippi by identifying and acquiring 20 new business accounts, resulting in a 25% growth in the company's customer base and contributing to a 15% increase in annual revenue.
- Implemented a comprehensive lead generation strategy that resulted in a 40% increase in qualified leads, leading to a 30% improvement in sales conversion rates and significantly boosting the overall performance of the business development team.

● Associate Business Development Executive at Sanderson Farms, MS

Aug 2022 - Mar 2023

- Secured 5 new clients within the first year of joining Sanderson Farms, resulting in a 15% increase in annual revenue for the company.
- Implemented an effective lead generation strategy that increased the sales pipeline by 30% and helped close deals 20% faster than before.
- Developed and maintained strategic partnerships with key industry players, leading to a 25% increase in market share and enhanced brand visibility.
- Streamlined internal processes and improved communication between sales and marketing teams, resulting in a 10% reduction in sales cycle time and a 5% increase in overall team productivity.

EDUCATION

Bachelor of Business Administration in Sales and Marketing at Mississippi State University, MS

Aug 2017 - May 2022

Relevant Coursework: Marketing Strategy, Consumer Behavior, Digital Marketing, Sales Management, Integrated Marketing Communications, Market Research, Brand Management, Product Development, and Business Analytics.

CERTIFICATES

Certified Business Development Professional (CBDP)

Oct 2021