

# Emonie Pudwill

Business Development Manager

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## Education

**Master of Business Administration in Business Development at Columbia Business School, New York, NY**

Aug 2013 - May 2018

Relevant Coursework: Strategic Management, Marketing, Finance, Operations Management, Human Resources, Business Analytics, Entrepreneurship, Innovation, Global Business Development, and Negotiation Strategies.

## Links

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

## Skills

Salesforce

HubSpot

Marketo

Tableau

Pipedrive

Asana

Zoho CRM

## Languages

English

Portuguese

## Profile

A dynamic Business Development Manager with 5 years of experience in driving revenue growth, forging strategic partnerships, and expanding market presence. Proven track record in identifying new opportunities, developing comprehensive strategies, and executing high-impact initiatives. Adept at building and nurturing long-term client relationships, leveraging strong analytical skills, and demonstrating exceptional communication abilities to deliver consistent results. Skilled in collaborating with cross-functional teams to achieve organizational goals and drive continuous improvement.

## Employment History

**Business Development Manager at Salesforce, NY**

Apr 2023 - Present

- Secured 50 new enterprise clients within one year, resulting in a 25% increase in annual revenue for Salesforce's New York branch.
- Developed and executed a comprehensive go-to-market strategy that led to a 35% increase in leads generated and a 20% increase in lead-to-conversion rates within 18 months.
- Managed a team of 10 sales professionals, achieving a consistent 15% quarter-over-quarter growth in sales revenue, totaling over \$5 million in additional sales annually.
- Implemented a strategic partnership program with key industry players, resulting in a 30% increase in cross-selling opportunities and a 10% boost in overall customer satisfaction ratings.

**Associate Business Development Manager at IBM, NY**

Sep 2018 - Feb 2023

- Led the successful acquisition of 5 new major clients, resulting in a 20% increase in annual revenue for IBM New York within one year.
- Developed and executed a strategic partnership with a leading tech company, which generated over \$10 million in additional revenue within the first 18 months of collaboration.
- Created and implemented a comprehensive training program for the business development team, increasing their overall efficiency by 35% and contributing to a 15% growth in sales leads conversion rates.

## Certificates

**Certified Business Development Professional (CBDP)**

Nov 2021

**Strategic Sales Management Certification**

Dec 2019

## Memberships