

Naomie Jandres

Business Director

Profile

A dynamic Business Director with 5 years of experience in driving organizational growth, optimizing operations, and maximizing profitability. Demonstrates exceptional leadership skills in managing cross-functional teams, streamlining processes, and implementing strategic initiatives. Possesses a proven ability to identify new business opportunities, foster long-term relationships, and deliver innovative solutions to drive success. Adept at navigating complex business environments and consistently exceeding performance goals.

Employment History

Business Director at AstraZeneca, DE

May 2023 - Present

- Successfully increased annual revenue by 20% in 2018, generating an additional \$15 million in sales for the DE region, through strategic market expansion and targeted product promotion campaigns.
- Led a team of 50 employees to achieve a 95% customer satisfaction rate in 2019, resulting in a 10% increase in client retention and contributing to a 12% growth in new business opportunities.
- Implemented cost-saving measures that reduced operational expenses by 15% in 2017, saving the company \$2 million, while maintaining high-quality standards and employee satisfaction.

Associate Business Director at Chemours, DE

Sep 2018 - Mar 2023

- Led a team that successfully increased sales revenue by 25% within two years, resulting in an additional \$15 million in annual revenue for Chemours, DE.
- Implemented strategic cost-saving measures that reduced operating expenses by 18%, saving the company over \$8 million annually while maintaining high-quality products and services.
- Developed and executed a comprehensive marketing strategy that increased brand awareness by 35% and attracted over 500 new clients within the first year of implementation.

Education

Master of Business Administration (MBA) at University of Delaware, Newark, DE

Sep 2014 - May 2018

Relevant Coursework: Strategic Management, Finance, Marketing, Operations, Human Resources, Business Analytics, Entrepreneurship, and Corporate Social Responsibility.

Certificates

Project Management Professional (PMP)

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Details

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Links

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

Skills

Salesforce proficiency

Trello mastery

Tableau expertise

QuickBooks competency

Asana adeptness

Slack familiarity

Zoom fluency

Languages

English

Portuguese

Hobbies

Golfing

Reading business and leadership books

Attending networking events and conferences