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✉️ [REDACTED]

PRINCESS [REDACTED]

Business Development Manager

ABOUT ME

I am a dynamic and results-oriented professional with a proven track record in business development, sales management, and strategic client engagement across diverse industries, including cybersecurity, education technology, and international business. My extensive experience in leading end-to-end sales cycles, consistently surpassing targets, and cultivating strong client relationships has equipped me with the ability to drive revenue growth and deliver outstanding results. With a knack for swiftly mastering complex concepts, delivering impactful presentations, and crafting innovative strategies, I am dedicated to elevating both personal and organizational success through a commitment to excellence and continuous improvement.

EDUCATION

Bachelor of Science in
Computer Science



2008- 2011

Bachelor of Science in
Information Technology



2006 - 2008

LANGUAGE

English

Tagalog

WORK EXPERIENCE

○ Sept. 2023 - Present



Business Development Manager

Industry : Construction

Client : Data Centers, IR, Hospitality, Commercial Building

○ 2022 - 2023



Team Lead Sales Manager

Industry: Education Technology

Clients: Educational institutions and professionals

Managed consultative sales, course recommendations, and team performance in the education technology sector.

2021 - 2022 Contract



Regional Business Development Manager

Industry: Technology, Conferences, Marketing

Clients: Google Cloud Security, Zendesk, SAP, and others

Invited clients to virtual and live conferences, followed up for demos, and facilitated client engagement with leading technology providers.

EXPERTISE

Business Development and Sales Management

Client Engagement and Relationship Management

Industry Knowledge (VAPT, IT, Cybersecurity, Education Technology, Logistics)

Strategic Planning and Execution

Team Leadership and Performance Management

Presentation and Communication Skills

Client Acquisition and Retention

REFERENCES

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

WORK EXPERIENCE

2012 - 2020
BPO Companies

- [REDACTED]
- Account Sales Executive
- Industry: Logistics
- Clients: Truck drivers, contractors, business owners
- Provided ELD compliance solutions and managed client relationships in the logistics industry.

- [REDACTED]
- Real Estate Virtual Assistant
- Industry: Real Estate
- Clients: Homeowners and business owners seeking refinancing services.

- [REDACTED]
- Business Development Executive [REDACTED]
- Industry: Cybersecurity Services, CRM, Automation
- Clients: MSPs (Managed Service Providers)

- [REDACTED]
- Business Development Manager [REDACTED]
- Industry: Tech/device repair
- Clients: Small to large companies seeking mobile repair solutions.

- [REDACTED]
- Business Sales Manager [REDACTED]
- Industry: Global Stock Market, Cryptocurrency
- Clients: Business owners and consumers in the financial sector.

- Senior Sales Care [REDACTED]
- Industry: B2C and B2B Mobile Industry
- Clients: T-Mobile customers seeking mobile devices and services.

- Inside Sales Account Executive B2B [REDACTED]
- Industry: Logistics and Freight Services
- Clients: [REDACTED] customers seeking shipping solutions.

- Sales Professional
- Industry: B2C and B2B Mobile Industry
- Clients: customers looking for mobile devices and plans.