



Maria [REDACTED]

Skilled and seasoned lead revenue driver in the field of tech , hospitality , and retail , aiming to build meaningful relationships, diversify client account portfolios, provide excellent customer service and develop self further to lead others to be better . I operate on the values of integrity, creativity, communication , collaboration and psychological safety.

Work experience

Memberships Director Sep 2024 - Present
[REDACTED] [REDACTED] [REDACTED]

- As Memberships Director, it is my goal to drive revenue in terms of new memberships , identify event opportunities for these and keep current members of the club engaged with our programs, activities and current ongoing.
- Taking charge of commercial bookings and any opportunities from the members' end to increase satisfaction with the club and love score
- Handle inquiries online via social media - Instagram , Facebook
- Showrunning for events in the club , leading the food/ beverage and staging teams to execute the event in accordance to the need and requirement of the client
- Working closely with the Creative Director and Executive Director to establish partnerships and collaborations for events that drive new opportunities for membership leads, regular and sustainable event bookings and unique stories and experiences for The Astbury

Business Development Specialist Sep 2023 - Sep 2024
[REDACTED] [REDACTED]

- Drove Nextpay's financial growth by spearheading revenue generation initiatives for disbursement platforms and payroll services.
- Fostered cross-functional collaboration with Customer Success, Finance, and Operations to develop and execute revenue-enhancement strategies.
- Provided direct pipeline growth and progress reports to cofounders.
- Consistently met and exceeded weekly targets by delivering 3 to 8 new client presentations a week , 100-150 warm calls per week , 500-800 emails per email campaign reachout.
- Developed well-immersed knowledge in the use of systems such as Apollo for email campaigns, Discord, Slack and Google Suite for collaborations, Hubspot for CRM and monitoring , Notion and Height for updating of tasks

Business Development Manager Aug 2022 - Aug 2023
[REDACTED] [REDACTED] [REDACTED] [REDACTED]

- Spearheaded business expansion for Combata, a premier travel and expense management solution, targeting medium to large enterprises with a strong emphasis on seamless integration with ERP systems, both cloud-based and on-premise.
- Excelled in B2B lead qualification and generation, leveraging cutting-edge tools like LinkedIn Sales Navigator, Lusha, and Mailchimp.
- Catalyzed sales growth for a portfolio of business management solutions, including Netsuite, Manage Engine, Darwinbox, and Blackline.
- Collaborated closely with Marketing, Lead Gen, Presales, and Regional Technology Managers to ensure top-tier client satisfaction and an exceptional customer experience.
- Developed well-immersed knowledge in the use of Netsuite for CRM updating and customer relationship management

Business Development Manager Jan 2020 - Aug 2022
[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]

- Spearheaded growth initiatives and identified lucrative opportunities for Squadzip expansion.
- Collaborated closely with the VP of Business Development to align strategic goals.
- Formulated and executed annual sales targets, focusing on lead generation and new client acquisition.
- Successfully acquired and managed key B2B accounts across diverse sectors including Agriculture, Pharmaceuticals, Medical Devices, and Printing.
- Drove business expansion into FMCG, Retail, Raw Materials Distribution, Construction Supply, and

Personal

Name [REDACTED]

Address [REDACTED]
[REDACTED]

Phone number [REDACTED]
[REDACTED]
[REDACTED]

Place of birth [REDACTED]

Gender

Female

Nationality

[REDACTED]

Marital status

[REDACTED]

LinkedIn [REDACTED]
[REDACTED]

Interests

Hiking, Singing, Travelling,
Collecting Fragrances and Crystals,
Self-development and Healing

Petroleum markets within the Philippines and Southeast Asia.

- Partnered with Customer Success and Product Management teams to ensure optimal platform utility and client satisfaction.

Developed well-immersed knowledge in the use of Squadzip as a Customer Relationship Management tool and in the updating and testing of its features and key benefits

- Actively involved in the conversion process for trial accounts, working alongside the Customer Success team to secure longterm partnerships.

Education and Qualifications

Bachelor of Arts Degree in AB Psychology	Jun 2000 - Jun 2004
High School and Elementary	Jun 1986 - Jun 2000

Skills

English	
Presentation	
CRM, Lead Generation , Negotiation, Proposals	
Google Suite, Apollo,Netsuite ,	