**BUSINESS DEVELOPMENT MANAGER RESUME**

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Detroit MI

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**Experience**

**New York, NY**

**HIRTHE LLC**

* Act as a thought leader in developing hypotheses on opportunities to improve our effectiveness, impact and our overall strategy
* Demonstrate the capacity to present ideas logically and concisely to diverse audiences at all organizational levels, both verbally and in writing
* Demonstrate the capacity to establish rapport and effective working relationships with business partners, supervisors, and peers
* Support "external-facing" trade negotiations with counterparties
* Is the single-point of contact for external advisors, including functional, technical, legal, and financial
* Manage changes in project scope and building contingency plans
* Track milestones, managing project dependencies

**Detroit, MI**

**LAKIN GROUP**

* Ownership of global catalyst purchasing strategy – including 3rd party purchase options and catalyst agreements
* Build a shared strategic vision by engaging the extended product line, manufacturing, projects and technology in the development of the PE strategy and by communicating the vision with the broader organization
* Ownership of polyethylene technology licensing strategy, including assessment, selection of licensors and negotiation of license agreements for projects
* Market entry plans, including grades, markets and sales channels for mega-projects involving polyethylene
* Provides Product Line input and guidance to the projects and technology organization to ensure polyethylene technology programmers’ and expenditure are aligned with the business strategy
* Lead the Product Line competitive intelligence effort, including cost curve analysis, tracking of competitor moves and investments to understand impact on the PE business
* Lead scouting studies for expansions and improve margin projects

**Boston, MA**

**BUCKRIDGE, BLANDA AND MAYERT**

Present

* Identify and prioritize new partners who can meet Hotels.com objectives
* Research innovations including product, technology, and/or service
* Evaluate fit vs. benefit
* Negotiate commercial terms and drive contractual agreement process in coordination with legal counsel; supported by Director of Business Development
* Onboard and project-manage new partner launch
* Work cross functionally with internal teams such as Affiliate Marketing, Product Development & Merchandising to implement a partnership
* Serve as the primary interface for strategic partner management to ensure healthy and growing partnerships

**Education**

Bachelor’s Degree in Autonomy

COLUMBIA UNIVERSITY

**Skills**

* Able to quickly understand the business, its key drivers and issues
* Strong interpersonal and influencing skills – able to build relationships at all levels of the organization
* Collaborative – able to lead deliverables and also collaborate across the team
* Demonstrate strong organizational skills & ability to analyze and interpret data and to identify relevant issues in solving business problems
* Comfortable with conducting both primary (interviews, surveys) and secondary (desk-based) market research
* Able to deliver ‘client-ready’ (accurate, consistent, polished) output in PowerPoint, excel and word format that clearly communicates key messages
* Demonstrate the ability to present ideas logically and concisely to diverse audiences at all organizational levels, both verbally and in writing
* Strong Team player
* Able to structure and execute complex quantitative analysis (financial modelling, database analysis)
* Able to draw out key insights / recommendations from research / analysis