

Brian T. Wayne

Business Development Consultant



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🌐 wayne.com

Profile

I'm Brian Thomas Wayne, a business development consultant with a passion for helping companies achieve their growth potential. With my MBA degree and extensive experience in strategy and relationship building, I strive to provide innovative solutions that drive success for my clients.

Languages

English ● ● ● ● ●

Spanish ● ● ● ● ○

Awards

Outstanding Business Student Award

University of Southern California, 2014

Dean's List

University of California, Los Angeles, 2015-2016

Work Experience

Applesed Inc.

Business Development Consultant

2022 – present | New York

- Developed and implemented strategic plans resulting in a 30% increase in new business opportunities.
- Collaborated with cross-functional teams to drive business growth and expansion.
- Established and maintained relationships with key partners resulting in a 25% increase in sales revenue.
- Conducted market research and analysis to identify new market opportunities resulting in the successful launch of a new product line.

Aexus

Business Development

2018 – 2022 | Los Angeles, USA

- Worked closely with tech and software companies to provide expert sales outsourcing services
- Built and managed dedicated sales teams in Europe, the Americas, and Asia Pacific
- Contributed to Aexus Sales Outsourcing's proven track record of success in acting as an extension to the sales force of over 500+ vendors of new and innovative software and tech products, services, and solutions since the year 2000.

Education

Master of Business Administration

Harvard Business School

2016 – 2018 | Boston

Master of Business Administration

Harvard Business School

2015 – 2018 | Boston

Skills

- Strategic thinking and problem-solving
- Relationship building and networking
- Effective communication and negotiation
- Sales and business development strategy development and execution
- Team management and leadership

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Terry C. Jones



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