

Randy Oliveros

Business Development Analyst

✉ randy.oliveros@gmail.com

☎ (288) 351-0637

📍 1234 Elm Street, New York, NY 10001

EDUCATION

Bachelor of Science in Business Administration at Oklahoma State University, OK

Sep 2014 - May 2019

I have learned how to manage my time efficiently, how to work well under pressure, how to be resourceful, and how to be a team player.

LINKS

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

SKILLS

Business analysis

Business process improvement

Requirements gathering and management

Functional specification development

Solution evaluation and selection

Project management

Stakeholder engagement

LANGUAGES

English

German

PROFILE

I am a Business Development Analyst with over 3 years experience in the industry. I have worked extensively with clients and businesses to develop and implement strategies for growth. My skills include data analysis, market research, project management, and stakeholder communication. I am passionate about helping businesses achieve their goals and thrive in today's competitive marketplace.

EMPLOYMENT HISTORY

● Business Development Analyst at First National Bank of Oklahoma, OK

Jun 2022 - Present

- Negotiated and closed \$10 million in new business deals.
- Led the development of 3 successful marketing campaigns.
- Analyzed data to identify trends and recommend solutions to improve customer satisfaction by 15%.
- Trained 5 junior analysts on best practices for market research and analysis.
- Presented findings to senior management that led to a 10% increase in budget for the next fiscal year.
- Wrote proposals that resulted in the launch of 2 new products.

● Business Development Analyst II at Spirit Bank, OK

Jul 2019 - Apr 2022

- Negotiated and closed \$3 million in new business deals.
- Exceeded quarterly sales targets by 20%.
- Grew existing client relationships by 10%.
- Developed new marketing strategies that generated a 5% increase in leads.
- Trained and mentored 3 junior Business Development Analysts.
- Presented at national conference on effective market analysis techniques.

CERTIFICATES

Certified Business Development Professional (CBD)

May 2021

Certified Sales and Marketing Specialist (CSMS)

Jul 2019

MEMBERSHIPS

American Management Association (AMA)

Association for Strategic Planning (ASP)