


# Maleeha Patz

## Business development manager

I am a Business Development Manager with over 5 years of experience. I have a proven track record of developing and implementing successful business development strategies. I am an expert at identifying new business opportunities, negotiating deals, and building relationships with key decision makers. I have a deep understanding of the sales process and how to effectively market products and services to customers. I am passionate about helping businesses grow and reach their full potential.

[maleeha.patz@gmail.com](mailto:maleeha.patz@gmail.com) 

(635) 399-3938 

1600 Pennsylvania Ave,   
Washington, DC 20500

### Education

**Bachelor of Science in  
Business Administration at  
University of Pennsylvania**

Aug 2012 - May 2017

I have learned how to manage my time, work in a team, and be proactive.

### Links

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

### Skills

Business development

Marketing

Sales

Project management

Business administration

Customer service

Human resources

### Languages

English

Russian

## Employment History

### Business Development Manager at Comcast Corporation, PA

May 2022 - Present

- Achieved \$1.5 million in sales by developing and implementing a new business development strategy.
- Grew the client base by 20% through targeted market research and outreach.
- Negotiated and secured 5 major contracts with key clients, totaling \$2.3 million in revenue.
- Led a team of 4 Business Development Associates to successfully execute on all aspects of the sales process.
- Implemented a new CRM system that improved data tracking and analysis, resulting in a 10% increase in efficiency.

### Senior Business Development Manager at The Hershey Company, PA

Jul 2017 - Apr 2022

- Negotiated and closed \$5 million deal with new client XYZ Corporation.
- Developed and implemented strategies that increased sales by 20%.
- Grew market share in key regions by 15%.
- Exceeded quarterly sales targets for 3 consecutive quarters.
- Won "Salesperson of the Year" award.

## Certificates

### Certified Business Development Manager (CBDM)

Nov 2020

### Certified Sales and Marketing Professional (CSMP)

Jan 2019

## Memberships

American Management Association

National Association of Business Development