

Monty Carlo

SENIOR BUSINESS DEVELOPMENT MANAGER

✉ monty.carlo@gmail.com 📞 202-555-0145 📍 Chicago [in linkedin.com/in/monty](https://www.linkedin.com/in/monty)

A senior Business development manager with 10 years of experience in face-to-face and remote sales. Equally comfortable with broad marketing strategy and personal relationship management. Professional interpreter fluent in Mandarin and Cantonese, with international business expertise.

SKILLS

Lead Generation

Relationship Building

Consultative Sales

Good interpersonal skills

Creativity

Enterprise Account Management

Organisational skills

Problem solving skills

EXPERIENCE

Jun 2019 - Present

**Senior Business Development Manager
Mitash Technology Group**

I am responsible for driving growth, engagement, and monetization of Burst SMS products (Sendsei, Conversr AI conversation platform) and services across APAC & EMEA.

I work closely with large enterprises in the digital marketing, retail, real estate, SaaS and government sectors. A large part of my role is to provide customers with technical consultation to reduce their operational costs by maximizing process automation; increase ROI with Smart marketing campaign tools, and improve my clients' customer experience and customer lifetime value.

During my six months journey with Burst SMS, I achieved top sales three months in a row.

May 2017 - May 2019

**Business Development Manager
Acon Multi National Ltd**

Acon (UK) is an online booking system designed for local government sectors - Councils.

I am responsible to generate new business opportunities through lead generations via linked in; industry conferences and written tender process.

A large part of my role is to develop and maintain a great relationship with council committees and to provide them with suitable solutions to help improve internal processes by providing a customised demonstration of the system functionalities; on-site training and aftersale technical support.

Dec 2016 - Dec 2017

**Project Sales Executive
Konorc Techno Inc.**

Konorc Group is an international high-end property developer.

At the beginning of my journey with Bridgehill, I self-studied the basics of real estate sales online and disguised myself as a buyer in order to learn from experienced real estate agents.

Within 6 months, I achieved 18m sales revenue through a few creative lead-generation strategies.

EDUCATION

Feb 2006 - Dec 2009

**Masters of Business Management
University of Minnesota, Minneapolis**

Nov 2010 - Nov 2011

**Bachelors of Business Administration
University of Texas at Austin**
Specilized in Finance and Marketing Administration.

INTEREST

Oct 2019 - Present

**PG Diploma in Business Development
Yale University**

The course includes sales strategy, verbal tonality/ body language and a detailed breakdown on sales scenarios.

LANGUAGES

English



German



Mandarin



PERSONAL SKILLS

Networking



Negotiation



Organizing Events



REFERENCE

References from employers and customers available upon request.