

TIMOTHY DUNCAN

SKILLS

Communication • Customer-Oriented • Leadership • Team Coordination • Negotiation • Business Intelligence • Critical Thinking • Creativity • Sales & Marketing • Pricing Strategy • Time Management • Hubspot •

INDUSTRY EXPERTISE

Sales training

Product-led growth

Partnerships

LANGUAGES

English Native
Spanish Advanced

FAVOURITE QUOTE

A person who is quietly confident makes the best leader

— Fred Wilson, Union Ventures

PASSIONS

★ **Developing my team into biz dev stars**
Not only is it very satisfying, but it also adds more business value than anything else a leader does.

♥ **Giving back to my community**
With my two kids, I spend at least one day each month on charity or volunteering in the community.

🐾 **Horse-riding & spending time in nature**
Recharging during the weekend is vital for leading a high-performing team.

Director of Business Development

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🌐 [linkedin.com/in/timothy-duncan-jr/](https://www.linkedin.com/in/timothy-duncan-jr/) 📍 Paterson, New Jersey

SUMMARY

Data-driven business development director with 10 years of experience working with SaaS companies. Successfully secured high-profile strategic partnerships that lead to a 130% increase in sales. Executed an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers. Excellent communicator and team leader. Seeking to leverage my business development expertise at HyperTarget.

KEY ACHIEVEMENTS

- 🔗 **Sales Training Expert**
Trained over 30 entry-level sales representatives and underperforming sales executives, leading to a 130% increase in year-over-year sales
- 🤝 **Negotiation**
Landed major business deals with market-leading companies across various industries, which boosted brand authority and increased revenue
- 💎 **Leadership in Times of Crisis**
During a restructuring period, formed fully operational technical sales department with \$3M annual sales within 6 months

EXPERIENCE

Director of Business Development 2016 - Ongoing
Esycron New Jersey

Computer software company specializing in digital mapping solutions and GPS technologies

- Secured high-profile strategic partnerships that lead to a 130% increase in sales by representing Esycron in meetings with external parties and conferences
- Collaborated with product development teams and marketing specialists to improve our pricing structure and product design
- Negotiated and closed seven major deals with international clients and large US-based companies with a total value of \$1.35M

Sales Representative 2011 - 2016
RetoUnion New Jersey

A fast-moving innovative SaaS company powering online branded payment systems and services.

- Developed and executed a customer-focused growth plan, leading to a 72% increase in annual revenue within two years
- Boosted sales performance by hiring 18 new sales representatives and coaching underperforming sales associates
- Led an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers and increasing brand awareness in the payment gateway market

EDUCATION

MSc in Marketing Science 2006 - 2007
Columbus University

BSc in Marketing 2002 - 2005
Rutgers University

World Series Resume Template Update

DP Hallahan



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