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SKILLS

- business development
- market analysis
- strategic partnerships
- contract negotiation
- stakeholder engagement
- sustainability advocacy

EDUCATION

**MASTER OF BUSINESS ADMINISTRATION,
STANFORD UNIVERSITY**

LANGUAGE

- English
- Spanish
- German

ACHIEVEMENTS

- Increased market share by 15% through strategic partnership initiatives.
- Presented a business case that resulted in a \$2M investment in sustainability projects.
- Recognized as Top Performer for exceeding business development targets.

Michael Anderson

BUSINESS DEVELOPMENT MANAGER

Strategic Circular Battery Economy Specialist with a focus on business development and market expansion within the renewable energy sector. Expertise in identifying and capitalizing on emerging market trends related to battery recycling and sustainability. Proven ability to develop business strategies that align with corporate sustainability goals while driving revenue growth. Strong negotiation skills and a network of industry contacts have facilitated successful partnerships and collaborations.

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

Renewable Energy Partners

2016 - Present

- Identified new business opportunities in battery recycling markets.
- Developed strategic partnerships to enhance service offerings.
- Conducted market research to inform business strategy decisions.
- Prepared proposals for potential clients highlighting sustainability benefits.
- Negotiated contracts that aligned with corporate sustainability objectives.
- Represented the company at industry conferences and trade shows.

MARKET RESEARCH ANALYST

Green Insights Consulting

2014 - 2016

- Conducted comprehensive market analysis on battery recycling trends.
- Developed reports highlighting growth opportunities in the sector.
- Collaborated with marketing teams to enhance brand visibility.
- Engaged with clients to gather feedback on service offerings.
- Analyzed competitor strategies to inform business development efforts.
- Presented findings to senior leadership to guide strategic planning.