



Michael ANDERSON

DIRECTOR OF CORPORATE DEVELOPMENT

Innovative Corporate Development Manager with extensive experience in driving strategic growth initiatives across diverse industries. Over 12 years of professional experience in corporate strategy and business development, specializing in fostering partnerships and executing mergers and acquisitions. Proficient in market research, competitive analysis, and stakeholder engagement, with a proven ability to navigate complex negotiations.

CONTACT

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- San Francisco, CA

SKILLS

- Corporate Strategy
- Business Development
- Mergers and Acquisitions
- Market Research
- Negotiation
- Team Leadership

LANGUAGES

- English
- Spanish
- French

EDUCATION

**MASTER OF BUSINESS
ADMINISTRATION, WHARTON
SCHOOL, UNIVERSITY OF
PENNSYLVANIA**

ACHIEVEMENTS

- Successfully executed a \$500M acquisition that expanded market share significantly.
- Achieved 'Best in Class' recognition for corporate development practices.
- Improved integration processes, resulting in a 40% reduction in time-to-value.

WORK EXPERIENCE

DIRECTOR OF CORPORATE DEVELOPMENT

Global Enterprises

2020 - 2025

- Led corporate development strategies that resulted in a 30% increase in revenue.
- Managed a team of analysts to evaluate potential acquisitions.
- Negotiated terms of strategic partnerships to maximize value.
- Developed and implemented a comprehensive market entry strategy.
- Presented findings and recommendations to the executive committee.
- Oversaw integration processes for newly acquired firms.

SENIOR BUSINESS DEVELOPMENT MANAGER

Innovative Solutions Group

2015 - 2020

- Identified and pursued new business opportunities to enhance portfolio.
- Conducted detailed market analysis to inform strategic decisions.
- Engaged with clients to develop tailored solutions.
- Collaborated with product teams to align offerings with market needs.
- Tracked performance metrics to evaluate success of initiatives.
- Led cross-departmental projects to drive growth objectives.