




Sia Patel

A dynamic business development executive with seven years of experience driving revenue growth and forging strategic partnerships in the financial services sector. Skilled in market analysis, lead generation, and high-value contract negotiations.

CONTACT

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EDUCATION

Bachelor of Science (B.S.) in Finance
New York University, New York, NY
January 2013 - March 2017

KEY SKILLS

- Financial services sales
- Client acquisition
- Lead generation
- Market research
- Strategic partnerships

PROFESSIONAL EXPERIENCE

Business Development Executive | March 2020 - Present

Capital Growth Partners, New York, NY

- Secured over \$10 million in new investments by developing strong client relationships and delivering tailored financial solutions
- Implemented a data-driven lead generation strategy, increasing qualified prospects by 40% within two years
- Negotiated and closed contracts with high-net-worth clients, achieving a 30% increase in average deal size

Business Development Associate | August 2017 - March 2020

Metro Finance Group, New York, NY

- Identified and pursued new business opportunities, increasing client acquisition by 35% over five years
- Developed and delivered compelling sales presentations, securing partnerships with institutional investors
- Conducted detailed market research and competitor analysis to inform sales strategies and identify growth opportunities

CERTIFICATIONS

- Chartered Financial Consultant (ChFC), The American College of Financial Services, June 2017