

SR

#### Location

Miami, FL 33101

#### Phone

(987) 654-3210

#### Email

sophiaramirez@example.com

#### Website

LinkedIn | portfolio

## Education

Thunderbird School of Global Management, Phoenix, AZ  
May 2023 - May 2016  
Master of International Business (MIB)

Florida International University, Miami, FL

Bachelor of Business Administration (B.B.A.)

## Key Skills

- Global market analysis
- International contract negotiation
- Multilingual proficiency (Spanish, French, English)
- Strategic planning
- Strategic market development

# Sophia Ramirez

An international business development manager with over 10 years of experience leading initiatives to drive global market expansion for e-learning companies and professional services providers valued at up to \$200 million. A proven track record of establishing strategic partnerships with organizations across North America, Europe, Latin America, and Asia.

## Professional Experience

International Business Development Manager, Global Horizons LLC | Miami, FL  
March 2018 - Present

- Oversee business development and marketing strategy for 12 e-learning product lines generating over \$120 million in annual revenue
- Expanded business operations into three new global markets and negotiated partnerships with organizations and higher education institutions across North America, Asia, and Europe, resulting in a 28% increase in revenue within three years
- Manage a 25-person cross-functional team to tailor market-entry strategies according to regional demand, sales forecasts, and consumer demographics

Global Business Development Manager, CrossBorder Ventures | Miami, FL  
July 2014 - July 2020

- Defined and executed business development strategies to expand professional services offerings to new international markets, which included managing a global cross-functional team comprised of 30 business analysts and marketing specialists
- Cultivated strategic partnerships in Latin America and Europe, contributing to a \$35 million increase in new revenue over a four-year period

## Certifications

- Global Business Professional (GBP), NASBITE International, June 2018