

# KYAW THIHA

## BUSINESS DEVELOPMENT EXECUTIVE



### About Me

My name is Kyaw Thiha, a professional business development executive, skilled in building sales opportunities and forming connections with clients.

### Experiences

(2019 August - 2022 August)

The SpeechMaker, Singapore

#### BUSINESS DEVELOPMENT EXECUTIVE

- Identify and research potential clients
- Conduct outbound campaigns (phone calls, emails, social media, collaboration)
- Prepare & deliver sales presentations
- Meet minimum sales quotas
- Develop and maintain client relationship

(2018 May - 2018 November)

Northern Ireland Water, UK

#### CONSULTANCY PROJECT RESEARCHER

- Develop research studies for the client
- Design questionnaires and research sub-tasks
- Analyse and organise gathered information
- Draft and finalise research report
- Deliver an Executive Board Presentation

### Education

(2017-2019)

QUEEN'S UNIVERSITY BELFAST, UK

*Master of Business Administration (International)*

GPA : 3.71

(2016-2017)

NORTHUMBRIA UNIVERSITY, UK

*Bachelor of Arts (Hons) Business and Marketing*

GPA : 3.68

### Contact

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### Skills

- Sales Prospecting
- Communication skills
- Problem-solving skills
- Analytical skills
- Negotiating skills
- Collaboration skills