

Monae Martin

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EDUCATION

Pepperdine University

Masters in Business Administration
Business Management

Malibu, CA

August 2023

Howard University

Bachelor of Arts
Political Science

Washington, D.C.

May 2019

EXPERIENCE

Techtrust

Business Development Manager

New York, NY

August 2023 - Present

- Conducted quantitative and qualitative analysis to evaluate startups within the fintech staffing sector, providing detailed insights on their investment potential.
- Performed detailed financial modeling and health assessments using industry-specific metrics, enhancing the decision-making process for strategic investments.
- Led client executive meetings to discuss strategic growth opportunities and potential investments, ensuring alignment with the firm's objectives and risk tolerance.
- Formulated and executed strategic plans, resulting in a 40% increase in market penetration and a 27% growth in revenue within the staffing sector, demonstrating significant operational performance improvement.

Demand.io

Business Development Manager

Los Angeles, CA

May 2022 - July 2023

- Served as the main point of contact for new and existing partners, facilitating long-term relationships through effective communication and strategic planning.
- Led executive meetings and discussions with partners, presenting strategic initiatives and performance reviews to senior executives.
- Managed two teams with 14 direct reports, fostering cross-functional collaboration and ensuring cohesive execution of business development initiatives.
- Analyzed partner performance to identify areas for optimization, resulting in a 22% increase in partner revenue growth through operational cost reduction strategies.
- Expanded the client base by 25%, developing strategic initiatives, conducting outreach, and curating key relationships, adding 10.3K new partnerships.

Los Angeles County

Operations Assistant

Los Angeles, CA

October 2020 - May 2022

- Reviewed contract invoices with meticulous attention to detail to ensure compliance and proactively identified potential discrepancies, contributing to operational performance improvement.
- Maintained accurate contract lists, providing essential information on contracts, budgets, and executive office requirements to streamline operations.
- Utilized management system to optimize communication and collaboration across teams, enhancing productivity and efficiency.
- Implemented efficient strategies to bolster cost savings and enhance service delivery by proactively seeking opportunities to improve operational processes.

T.D. International

Research Assistant

Washington, D.C.

May 2019 - Sept 2020

- Developed comprehensive research reports, summarizing findings and actionable recommendations for senior consultants and clients, supporting strategic decision-making.
- Utilized various research methodologies, including primary and secondary research, to gather and analyze data relevant to client projects.
- Collected and analyzed financial data, industry trends, and competitive intelligence, providing critical insights to inform strategic initiatives and growth opportunities.
- Collaborated closely with cross-functional teams to gather project requirements and ensure research deliverables aligned with client objectives, enhancing overall project success.