

# Dustin Chao

## Director of Business Development

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[LinkedIn](#)   
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### Work Experience

#### Stride Consulting - Director of Business Development

July 2017 - current

New York, NY

- Led, developed, and executed marketing strategies to ***generate new business worth over \$2M in revenue***
- Exceeded sales qualified leads (SQL) goals by over 15% through a combination of inbound and outbound lead generation
- Hired and developed a team of 7 sales and business development staff

#### Nexamp - Business Development Manager

April 2014 - June 2017

Albany, NY

- Owned all phases of solar project development, from lead generation through planning and construction for projects worth over \$7M in revenue
- Managed a team of 5 junior business development staff to improve lead generation and increase revenue by 18%
- Directed development schedule and budget to ***ensure 100% of projects were completed on time and under budget***

#### Nexamp - Business Development Associate

April 2012 - April 2014

Albany, NY

- Worked on digital email and social lead campaign strategies to ***increase lead generation by 25% year over year***
- Built and maintained relationships with consumer and business customers to understand their needs and improve the conversion rate by 15%

### Education

#### University of Pittsburgh - Bachelor of Science, Business Administration

2008 - 2012

Pittsburgh, PA

### Skills

Leadership; Data Analysis; Strategic Planning; Lead Generation; Sales; Negotiation; Process Optimization  
; Microsoft Excel; HubSpot

### Certifications

- CSP
- PMP
- SIOR