



SOPHIA RAMIREZ

International Business Development Manager

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

March 2018 to present

International Business Development Manager | Global Horizons LLC, Miami, FL

- Oversee business development and marketing strategy for 12 e-learning product lines generating over \$120 million in annual revenue
- Expand business operations into three new global markets and negotiate 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

July 2014 to March 2018

Global Business Development Manager | CrossBorder Ventures, Miami, FL

- 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

EDUCATION

Master of International Business (MIB) | 2016

Thunderbird School of Global Management, Phoenix, AZ


Bachelor of Business Administration (B.B.A.) | 2014

Florida International University, Miami, FL

CERTIFICATIONS


- Global Business Professional (GBP), NASBITE International | 2016

CONTACT

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KEY SKILLS

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