

# George A. Devolder Santos



## Summary

Proactive Business Development Professional fluent in three languages and well-versed in Sales with extensive proven ability to optimize the bottom line. Enthusiastic leader able to provide a high level of service and enthusiasm for building positive experiences with history of transforming inefficient, underperforming operations into successful enterprises.

## Skills

- Account management
- Sales
- Customer relations
- Financial
- Investors relations
- Marketing strategies
- Real Estate
- Forecasting
- Project and vendor oversight
- Market trends and analysis
- Budget oversight
- Performance monitoring and evaluation
- Staff Development
- Public speaking
- Strategies and goals
- Training and mentoring
- Proposals and presentations
- Currency and coin counter

## Experience

LinkBridge Investors

August 2017 to Current

### Vice President

New York, NY

- Capital introductory service from LP to GP services.
- 3X on sales growth within first 6 months from 450k to 1.4M.
- Overall revenue growth of 24X (450k to 11M) in revolving sales.
- Client development.
- Investors Relations- 15k LP database Account management.

Goldman Sachs, GSAM

January 2017 to August 2017

### Project Manager

New York, NY

- Private Real Estate institutional sales strategy development.
- Investors Relations Client development.
- 2x revenue growth from (300M to 600M).
- Developed and managed new sales strategy for the department.

Met Global Inc.

January 2014 to October 2016

### Business Development Manager

Orlando, FL

- Maintaining and delivering double digit growth for high key accounts.
- Developing sales strategies Evaluating risk on clients.
- Multiple current pipelines Marketing strategies Creating loyalty programs enhance partnerships.

- initiated with 2.5M client pipeline and delivered 2.9M

Citi Group

February 2011 to January 2014

**Asset Manager Associate**

New York, NY

- Investment orientation on LP base.
- Consumer education of new opportunities.
- Customer financial applications into debt and growth vehicles.
- Customer management
- International customer relations

**Education and Training**

**NYU New York University**

2013

MBA International Business

New York, NY

GMAT 710

**Baruch College (CUNY)**

2010

Bachelor Economics/finance

New York, NY

- 3.89 GPA
- Summa cum laude graduate
- Ranked in Top 1% of class