JOHN-PETER ALHAMBRA

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DIRECTOR OF BUSINESS DEVELOPMENT

Expertise in International Business, Advanced Technology & Defense

■ New Customer Acquisition ■ Joint Ventures ■ Strategic Partnerships ■ Market Expansion

Energetic, well-connected business development executive with an MBA and 15 years of experience driving the formation of global partnerships and new revenue streams for Fortune 500 companies, government entities, and privately-held business ventures. Highly entrepreneurial thinker, able to identify untapped opportunities and innovative new avenues for corporate growth and profitability. Skilled at negotiating an enormous range of deal types, expertly evaluating the risk vs. ROI potential of potential partnerships.

WHERE I EXCEL

✓ **Devising sales/marketing strategies leading to breakthrough profitability and revenue growth**
✓ **Orchestrating highly successful global strategic partnerships and joint ventures**
✓ **Expertly evaluating and negotiating complex business contracts, proposals, and deal terms**
✓ **Opening new markets—domestically and globally—and expanding revenue streams**
✓ **Leading cross-functional teams and collaborating effectively up, down, and across organizations**
✓ **Managing the execution of high-profile projects and internal restructuring initiatives**

EXPERIENCE & ACCOMPLISHMENTS

Director, Business Development

Dallas, TX

GOVERNMENT OF TURKEY, DEPARTMENT OF THE ECONOMY

04/12 – Present

Hold key strategic role within the Global Partnerships and International Investment department, responsible for sourcing, negotiating, and managing the delivery of approx. $1B in annual business deals between Turkish and U.S. organizations—with heavy emphasis in the defense and technology space.

- Lead complex international business deals and trade agreement negotiations, including the facilitation of investments, R&D projects, joint venture opportunities, and strategic alliances between U.S.-based firms (e.g. Dell, Lockheed Martin, IBM, Sysco, GE) and Turkish organizations
- Increased deal flow and international investment levels by an average of 35% per year, over the past 4 years, by clarifying the organizational vision, goals, and strategic planning
- Design/execute strategic programs focused on helping multinational technology and defense companies identify prospects for joint ventures, manufacturing/outsourcing relationships, and other innovative partnerships (e.g. Cargill, Digital Mirror, Lycos, DTC, Honeywell, Alliance South)
- Lead a team of 25+ cross-functional staff responsible for managing a business portfolio of 110+ companies throughout North America; serve as the key escalation point for any account issues or concerns
- Routinely engage with leaders at multinational companies such as PolyCom, LandingLabs, and KP Global to pitch new business and present the benefits of new strategic partnership concepts
- Evaluate partnership and deal risk profiles and make key "go" and "no go" decisions on potential deals
- Establish updated KPI metrics and other analytics to monitor the success of contracts, budgets, and programs
- Provide additional consulting to privately-held EMEA companies, advising C-level leaders and Sales/Marketing executives on how to increase revenues, launch products, and build partnerships within the U.S. market

Senior Manager, International Partnerships

New York, NY

GOVERNMENT OF TURKEY, DEPARTMENT OF DEFENSE

05/07 – 04/12

Selected for this high-profile business development and international trade role, involving the negotiation of over $1.5B in deals with Fortune 500 companies and cutting-edge U.S. technology and Defense firms.

- Deal types include: **Computers & Software** (e.g. IBM, Dell, HP, SAP, Oracle, Microsoft); **IT Security** (e.g. Symantec, Intel Security); **Communications** (e.g. Cisco, Juniper, ECI, Orbit); **Data Storage** (e.g. IBM, Oracle, EMC, NetApp); and **Aerospace & Defense** (e.g. Northrop Grumman, Boeing, Lockheed, GE, GD, L-3, DRS)

EXPERIENCE & ACCOMPLISHMENTS (CONT'D)

- Expertly assessed and met the needs of the Department of Defense, working with leading US technology development and manufacturing firms to procure (or jointly develop) appropriate solutions
- Headed a team in researching innovative technology solutions, resulting in several joint ventures and new product development efforts with top U.S. firms such as DTI, Honeywell, Alpha Bravo, and Tech Ventures
- Provided senior leadership team with operational risk, credit risk, business risk, and market risk validations/analyses—in addition to calculating pricing expectations for targeted new products and systems
- Managed a team responsible for tracking/analyzing all expenditures and cash flow in order to prevent fraud, ensure budgetary compliance, and drive maximum ROI for all investment decisions
- Worked with leading U.S. technology development and manufacturing firms to procure (or jointly develop) appropriate solutions to meet the needs of the Department of Defense and Turkish military
- Supported multi-year budget planning in close collaboration within the Finance department, designing and maintaining financial models aimed at forecasting 5-year operating cash flows and interest rate trends
- Led cross-functional analysis, procurement, and finance teams through all project management phases

Entrepreneur / General Manager *Izmir, Turkey*
CONSUMER TRADE DEPOT *01/04 – 03/07*

Identified window of market opportunity and launched a new consumer products import operation, including a wholesale channel and the opening of a flagship retail location allowing for direct B2C purchase.

- Designed/executed all corporate sales, marketing, and distribution strategy; successfully grew the business by an average of 45%, year-over-year, in addition to increasing profitability by over 300% within four years
- Continually monitored expenses, implemented cost controls, and ensured that the company was scaled in a streamlined and cost-effective manner to minimize overhead and maximize profit margins

Account Manager *Istanbul, Turkey*
TRIMARK TELECOMMUNICATIONS *02/00 – 01/04*

Began career as a sales representative and account executive for Turkey's largest telecommunications company, selling high-end communications systems and services to multiple customer verticals.

- Had tremendous success in this role, driving revenue growth by 30% within assigned portfolio by fearlessly prospecting and closing deals with numerous mid-to-large accounts throughout the country
- Displayed a natural ability to build trust with potential customers, understand their needs, and design effective solutions; additionally researched the financial background of firms to establish risk threshold

EDUCATION & TRAINING

Masters of Business Administration | DePaul University, Driehaus College of Business | Chicago, IL
Bachelor of Arts, Business Logistics | Adana Science & Technology University | Ankara, Turkey

Military Service: Former member of Turkish Military (Lieutenant, Logistics Corps)
Acquired cutting-edge training/experience in leadership, teamwork, conflict management, and strategy

TECHNOLOGY/SOFTWARE SKILLS

Extremely fluent technology user, including MS Office proficiency (Word, Excel, PowerPoint, Access, Outlook, Project), MS Project, SAP Database Design/Configuration, Oracle, and other ERP systems

ADDITIONAL INFORMATION

Dual Citizenship, United States & Turkey
Language Skills—Fluent in English, French & Turkish; Conversational Proficiency in German
Member & Past President, Turkish American Chamber of Commerce
Member & Program Chair, International Technology Partnership Council (ITPC)