

CAROLINE BRADFORD

Business Development Executive



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carolinebradfordelevates.com

169 Golden Eagle Lane
Dripping Springs, TX 78620

Education & Certifications

Bachelor of Business

Texas Tech University

2006 - 2008

Honors: Dean's List

Extracurriculars: Sorority Intramural Chair

Texas Real Estate License #616803

Expertise

- Business Development & Growth Strategy
- Sales Leadership & Revenue Optimization
- Negotiation & Contract Management
- Strategic Partnerships
- Client Engagement
- Market Analysis & Brand Positioning
- Team Leadership & Performance Management
- Customer Relationship Management
- Forecasting, Planning & Budgeting

Awards & Recognition

2023 Top 500 Real Producer

- Austin, TX

2021 Business of The Year

- Dripping Springs Country Club

2018 Business of The Year

- The Liney Moon Hotel

Profile

Dynamic and results-driven business leader with over a decade of experience in business development, real estate, and hospitality. Proven ability to drive revenue growth, develop strategic partnerships, and lead high-performing teams. Adept at identifying new market opportunities, negotiating complex deals, and implementing innovative solutions to scale operations. Recognized for exceptional leadership, relationship-building, and achieving business objectives in competitive markets.



Work Experience

2020

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2025

Dripping Springs Country Club

President of Business Development

- Spearheaded sales initiatives, resulting in a 30% increase in revenue within two years.
- Implemented strategic marketing campaigns to expand market reach and customer acquisition.
- Developed and nurtured partnerships with investors, vendors, and corporate clients to drive business growth.
- Optimized operational efficiency by introducing new systems, enhancing member experience.
- Led a high-performing team, fostering a culture of collaboration and customer excellence.

2014

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2025

Coffman Real Estate Investments Inc.

Broker's Associate

- Successfully negotiated multi-million-dollar real estate transactions, ensuring optimal outcomes for clients.
- Built an extensive network of mortgage lenders, attorneys, and contractors to streamline the home-buying process.
- Conducted in-depth market analysis to provide clients with accurate property valuations.

2014

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2020

The Liney Moon Hotel

President of Business Development

- Led business development efforts, achieving a 40% increase in occupancy rates within three years.
- Established and maintained partnerships with corporate clients, event organizers, and tourism boards.
- Developed innovative marketing strategies to position the hotel as a premier destination.

2009

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2012

Dripping Springs ISD

Teacher & Coach

- Designed and implemented engaging lesson plans, fostering academic excellence.
- Coached and mentored students, instilling discipline and leadership skills.
- Maintained a positive learning environment, enhancing student engagement and performance.