

BRIAN MARIN SILVA

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EDUCATION

RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS — Houston, TX
Master of Business Administration, Finance & Strategy, GPA: 3.86 | May 2026
Rice Energy Finance Summit Chair; Energy & Clean Tech Association Member

UNIVERSITY OF HOUSTON — Houston, TX
B.A., Advertising & Business Foundations | May 2018

EXPERIENCE

RECURRENT INVESTMENT ADVISORS — Houston, TX
Director, Business Development | 2026–Present

- Direct business development for an **employee-owned investment manager with \$1.8B in AUM** focused on public-equity strategies spanning energy infrastructure and natural resources.
- Build and advance relationships with **institutional investors, RIAs, family offices, and consultants**, converting targeted outreach and cycle-driven investment narratives into qualified fundraising opportunities.
- Coordinate **portfolio management, operations, and compliance** across prospecting, due diligence, presentations, and onboarding, accelerating follow-through and delivering a consistent client experience.

DYNASOL GROUP — Houston, TX
Business Development Director, USA & Canada | 2023–2026

- Executed U.S. and Canada commercial strategy for Solution SBR and SBS products, contributing **\$80.1M in FY 2024 revenue** across key accounts, pricing decisions, and revenue planning initiatives.
- Built rolling forecasts and pipeline reporting for an **\$80M+ North American business** and **\$7.6M across 9 active opportunities**, giving the US CEO, CFO, and sales leaders visibility into revenue, margin, pricing, demand, logistics, deal stage, and risk.
- Used **SQL, Python, ChatGPT, Claude, and Codex** to streamline commercial analysis, executive reporting, and forecasting workflows, reducing recurring reporting time by **35% from 10 hours to 6.5 hours**.
- Rebuilt pricing approach from a single-price quotation model into a multi-variable economic analysis framework incorporating cost, margin, operating profit, demand, competitive dynamics, and logistics; increased revenue **8% YoY**.
- Negotiated **\$25.2M+ in ARR** and developed a recovery-focused sales plan that contributed **\$6M in recovered ARR**, using structured account strategy, market scanning, and trend analysis.

GOOD FACE PROJECT — Remote
Regional Sales Manager | 2022–2023

- Managed and supported **50+ accounts**, generating **\$2.1M in annual revenue** across regional customer relationships and new business development.
- Built new sales processes, reporting tools, and training materials implemented company-wide, helping drive **54% YoY revenue growth**.
- Led full-cycle business development, including account research, cold outreach, meeting generation, client needs assessment, objection handling, consultative selling, and closing deals averaging **\$43K+**.

BENTLEY SYSTEMS — Remote
Technical Account Manager | 2020–2022

- Generated **\$4.19M in 2021 sales** from net-new accounts, ARR expansion, and usage growth, exceeding quota by **20%+** and earning President's Club recognition.
- Managed a region representing **\$9M in ARR** and translated complex requirements into technical and commercial proposals averaging **\$50K+**, supporting expansion, renewals, and customer value realization.

MD ANDERSON CANCER CENTER — Houston, TX
Marketing Partnership Associate | 2018–2020

- Launched a **\$5.6M Major League Soccer partnership** and managed a **\$3M+ partnership portfolio**, leading strategy, performance measurement, account presentations, events, and renewal negotiations.

SKILLS

Business Development | Institutional Sales | Investment Management | Investor Relations | Fundraising | Energy & Natural Resources | Financial Modeling | Forecasting | Pricing Strategy | Sales & Pipeline Analytics | GTM Strategy | Executive Reporting | CRM | Salesforce | HubSpot | SQL | Python | AI Workflow Automation | Contract Negotiation | Cross-Functional Leadership | Spanish | Italian