

PATRICK AUCLAIR

International Business Development Manager

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☎ (123) 456-7890

📍 Frankfort, KY

in [LinkedIn](#)

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WORK EXPERIENCE

Business Development Director

Hanover Research

📅 2016 - current

📍 Frankfort, KY

- Established markets in the European Union, Asia, and Australia by cultivating 48 new international leads within 2 years
- Increased gross profit margin from 8% to 13% from 2017 to 2020
- Produced \$44MM in international sales through 570 accounts

Business Development Manager

Select Medical

📅 2014 - 2016

📍 Lexington, KY

- Executed internal & external business strategies to optimize customer relationships, increasing customer satisfaction by 21%
- Exceeded yearly sales targets by 9% on average
- Initiated, negotiated, and added 20+ new national customers
- Developed proposals, negotiated terms and conditions, and implemented contractual agreements for 50 clients

Regional Manager

Lush

📅 2007 - 2014

📍 Lexington, KY

- Oversaw operations across 4 offices with an average monthly volume of 5,500+ contacts
- Improved overall customer satisfaction ratings from 75% to 98%
- Researched 120+ data sources and executed strategies, resulting in 33% more efficiency in operational processes

Assistant Manager

Abercrombie & Fitch Co.

📅 2004 - 2007

📍 Lexington, KY

- Managed staff of 40+ people, coordinating schedules, resolving disputes, and strategizing team-bonding exercises, increasing employee retention by 29%
- Researched and executed innovative sales strategies, increasing monthly sales by 12%
- Received Employee of the Year Award in 2005 and 2006

EDUCATION

Bachelor of Science

Business Management

Western Kentucky University

📅 2000 - 2004

📍 Bowling Green, KY

SKILLS

- Sales
- Leadership
- International Marketing Strategies
- Market Research
- Lead Generation
- Logistics
- Written Communication
- Financial Management