



# ERWIN STEVENS

## Business Development Manager

### CONTACT

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(123) 456-7890 

Brooklyn, NY 

[LinkedIn](#) 

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### EDUCATION

Bachelor of Science  
Business Administration  
University of Pittsburgh  
2010 - 2014

### SKILLS

CRM Salesforce  
Data Analysis  
Communication  
Negotiation  
Lead Generation, LinkedIn, email,  
referrals  
Microsoft Office, Excel, Word,  
PowerPoint  
Strategic Planning

### WORK EXPERIENCE

#### Business Development Manager

Genewiz

January 2018 - current / New York, NY

- Developed new strategies to increase penetration into clinical groups at pharmaceutical companies leading to over \$3M in annual revenue
- Communicated with 12 experts in genomics to stay on top of market trends and obtain insights to drive internal growth
- Drove over \$800,000 in expansion revenue for existing accounts by building relationships with account stakeholders and identifying areas for expansion
- Conducted due diligence for 21 potential mergers and acquisitions, maintaining valuation metrics based on current market trends

#### Business Development Specialist

Funding Gates

June 2015 - January 2018 / New York, NY

- Developed processes for lead generation leading to 30% year over year revenue growth
- Experimented with messaging to new potential customers, increasing conversion rate by 150%
- Built out a referral program for lead generation, which grew from \$0 to over \$500,000 in annual revenue
- Analyzed and presented business cases to 7 executives in 75% of proposed projects
- Liaised with scheduling, field operations and engineering on project development and asset optimization for refined product Marketing terminals across 7 states

#### Sales Associate

SaveAway

April 2014 - June 2015 / Pittsburgh, PA

- Exceeded sales quotas by 14% selling platform-as-a-service (PaaS) to leading brands and partners
- Used LinkedIn and email outreach to qualify, prospect, and get in contact with 70% of new leads
- Organized and presented at 9 local trade shows to increase brand awareness and reach potential customers