

ROBERT SMITH

Senior Business Development Manager/Representative

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

A challenging position where Professional and Technical skills will be effectively utilized to improve operations and increase company profits.

CORE COMPETENCIES

Microsoft Office, MS-Excel.

PROFESSIONAL EXPERIENCE

Senior Business Development Manager/Representative

ABC Corporation - November 2012 – October 2015

Key Deliverables:

- Represent LR at industry events, most often as a speaker. Assuring commercial and technical accuracy and on-time preparation and delivery.
- Devise strategies and techniques to achieve sales targets, map potential customers and generate sales leads.
- Formulate, maintain and update Sales Plans for the BOP Risk model including developing schemes, market needs, resources.
- Create, present and negotiate bespoke proposals and quotations reflecting client needs and negotiate and win contracts with LRED agreed conditions.
- Analyze industry and market trends, developments, opportunities and competitors activities in the Energy industry.
- Assist with BOP Risk Model program management. Lend technical assistance to the BOP Risk Modeling team.
- Researched and developed strategies and plans which identify marketing opportunities, direct marketing, and new project development.

Senior Business Development Manager

Areias Systems, Inc. - 2007 – 2012

Key Deliverables:

- Execute and spearhead internal and external business strategies to optimize customer relationships.
- Proactively reached out to new customers to set up presentations/ meetings.
- Leverage market knowledge and expertise to facilitate customer experience.
- Develop new business by expanding outreach to new markets, service offerings and strengthening partnerships with suppliers.
- Currently compiling and centralizing our customer, supplier and competition database, analyzing training bottlenecks to increase productivity within the company and service offerings to our customers.
- Designed and advised our CEO and President on marketing materials to be used for customer outreach.

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- Working on improving internal sales processes and technology trends to streamline sales efforts..

EDUCATION

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