

# Robert Smith

## Senior Business Development Manager/Director

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
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[www.qwikresume.com](http://www.qwikresume.com)

### **PERSONAL STATEMENT**

Ability to perform duties with high degree of accuracy. Proven experience of identifying potential candidates, as per internal policies and procedures.  
Good working knowledge of invoicing process.

### **WORK EXPERIENCE**

#### **Senior Business Development Manager/Director**

**ABC Corporation - September 2014 - July 2015**

##### *Responsibilities:*

- Assessed instructional effectiveness and summarize evaluation reports determining the impact of training on candidate skills.
- Maintained updated curriculum database and training records.
- Designed and prepared educational aids and materials. Made sure state-of-the-art training equipment & facilities were available for candidates.
- Accepted education principles and track new training methods & techniques.
- Provided training on Niche modules that are of high market demand.
- Mapped out and counseled training plans, designed, and developed training programs.
- Helped the candidates choose appropriate training opportunities to enrich and broaden their scope of employment.

#### **Senior Business Development Manager**

**ABC Corporation - 2010 - 2014**

##### *Responsibilities:*

- Delivered profitable sales growth to existing accounts as the Primary Business Representative of Terremark to the client, Account Management, Reduced churn, Increased revenue, Negotiated contracts.
- Strategic Account Planning Key Achievements Top performing rep .08% churn on existing account base, renewed 100% expiring contracts.
- Consultant responsible for sales, positioning, negotiation and closing major outsourcing opportunities.
- Grew YOY revenue by 105% new accounts and existing accounts.
- Managed all relationship, operational & delivery components of multiple towers during sales cycle.
- Coordinated all aspects of sales and RFPs, including executive engagement, operations, bid management, legal and finance.
- Overlay & direct sales duties include cultivating relationships with CxO /VPs, developing proposals & executing opportunities, Conducting sales presentations, managing complex and lengthy consultative sales processes & successfully managing new opportunities..

### **SKILLS**

Microsoft Office,  
Inventory Management.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

M.B.A in Human Resources & Finance - (St Joseph's College of Engineering, ANNA UNIVERSITY - Chennai, Tamil Nadu)