

ROBERT SMITH

Director of Business Development II

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

SUMMARY

Highly respected by both former and present colleagues, managers and business partners, Lisa comes to the table with unparalleled training across areas of Customer Service, Administration, Sales, and Business Development. Separating her from other candidates is Lisa's commitment to excellence and her unique ability to understand what people want.

CORE COMPETENCIES

Office Administration, Customer Service, Human Resources, Accounting, Business Development, Marketing, PR, Database Management, Mac & PC, Word, MS Office, Outlook; PowerPoint, Excel Spreadsheets/formulas, Basic IT, Exceptional Grammar, Writing/Creative Writing, Critical Thinking, Proposal Generation, Development Of Training Manuals, Website Design, and Content.

PROFESSIONAL EXPERIENCE

Director of Business Development II

ABC Corporation - August 2012 – Present

Key Deliverables:

- Recruiting to spearhead the company's efforts in building and maintaining strong relationships with strategic partners for end-to-end commerce solutions and SaaS business models.
- Consistently defining partnership strategies and executed deal signings to expand the company's brand, generate leads and accelerate revenue growth.
- Driving corporate and category-level partnership strategies in close collaboration with the management team.
- Building lasting and friendly relationships with key industry partners (e.g., eBay, Amazon, FedEx, UPS, stamps.com) by creating ongoing value for both sides and ensuring outstanding communication and follow-through of commitments.
- Preparing and maintaining a budget model, revenue projections, and traffic projections resulting from partnerships.
- Building a deal pipeline at the corporate and category level by researching, contacting, meeting, and developing relationships and proposals with target partners.
- Analyzing and communicating deal performance as measured by appropriate metrics (e.g., sales, awareness, leads, traffic), and utilized data and relationships to grow the value of partnerships.

Director of Business Development & Sales

ABC Corporation - May 2010 – July 2012

Key Deliverables:

- Promoted to this position after demonstrating exceptional talent at making cold and warm sales calls.
- Wrote content and generated e-mail marketing campaigns from scratch using Pinpoint.

ROBERT SMITH

Director of Business Development II

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

- Utilized industry-related member directories to obtain (err, hack) thousands of leads and exported relevant contact info into organized spreadsheets for upload into pinpoints.
- Used pinpointes analytical reporting to prioritize lead follow up and determine which campaigns were more successful than others.
- Consistently maintained a "can-do" attitude and revisited the drawing board on a daily basis to keep improving on campaign results.
- An initiated first phone call to warm sales leads with the immediate goal of scheduling web demos.
- Exceeded expectations and was given further responsibility such as researching trade shows and other channels of exposure and revenue growth.

EDUCATION

- Bachelor Of Science in Business Administration - (Widener University - Chester, PA)BS in Industrial Technology - (Iowa State University)Bachelor in Social Work - (Capital University - Dayton, OH)