

ROBERT SMITH

Senior Business Development Manager

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

SUMMARY

Highly motivated sales professional with 16 years experience in business-to-business sales. Proven ability to develop new sales prospects and increase revenue with existing client base.

CORE COMPETENCIES

Multiple CRM Mastery, MS-Office.

PROFESSIONAL EXPERIENCE

Senior Business Development Manager

ABC Corporation - 2007 – 2013

Key Deliverables:

- Developed a new national accounts sales template to expand company footprint in the market.
- Signed key accounts with uncapped revenue potential and managed those on-going relationships.
- Consulted with clients on employee risk within their workplace and on policy development.
- Worked with operations team to ensure that all on-site field projects were financially viable.
- Attended national vendor conferences to promote core service offerings to key buyers.
- Networked with targeted industry groups to promote on-site and clinical testing services.
- Taught one hour classes on employee drug and alcohol misuse for clients and prospects.

Senior Business Development Manager

ABC Corporation - 2002 – 2007

Key Deliverables:

- Directed 3 -party content licensing for the "Audrey" home internet appliance.
- Responsible for developing content strategy, identifying target providers, and negotiating content agreements.
- Defined business model for integration of 3rd-party content and identified preferred media providers.
- Delivered pitch presentations to executive-level audiences at prospective partner accounts.
- Successfully negotiated contract terms with leading content providers including Disney, America Online, CBS, and Accuweather.
- Facilitated content definition and deployment process with partners and internal content delivery team.
- San Jose, California (408)203-5704 pskennedy1121@gmail.com.

EDUCATION

- Bachelor of Science in Education - (Missouri State University - Springfield, MO)