

Business Development Consultant

ROBERT SMITH

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Alabama.

Objective

Specialist who pairs strong business acumen with a deep analytical background gained through progressive advancement across GE businesses. Global innovation expert with strong external focus and influencing skills who excels as applying economic, statistical, financial and portfolio modeling tools to support strategic decisions.

Skills

SAS, Access, HTML, CSS, Portfolio Management, Marketing Strategy, Lean Six Sigma, Financial Modeling.

Work Experience

Business Development Consultant

ABC Corporation - 2007 - 2009

- Developed and recommended short to long term functional, departmental, and procedural strategies to driving overall upside growth.
- Provided recommendation based on operational efficiency.
- Proactively identified opportunities to implement a more strategic approach; and re-framing strategic problems in conjunction with stakeholders objective - profitability.
- Defined the strategic framework that solve operational activity challenges - including, forward-thinking business planning documentation, marketing and communications strategies and overarching communication plans.
- Strategically planned to support clients enterprise mission/market statement congruent with market demand and supply.
- Provided customers/clients new products and solutions with superior ease-of-use, seamless integration and innovative designs.
- Introduced and serviced an innovative software subscription service to independent plumbing showrooms and wholesalers throughout.

Business Development Consultant

ABC Corporation - 2006 - 2007

- and Canada, which assisted clients in moving showroom sales to the Internet for a more effective and comprehensive sales presence
- Company is a SaaS developer
- Account Manager Created and implemented an innovative customer regeneration program by identifying new business opportunities for a national manufacturer of mechanical drain cleaning equipment
- Offered technological knowledge with a concentration in multi-faceted markets that included hospitality, government, direct to professional user, as well as traditional channels
- Increased contacts and sales by establishing and developing new business from an existing customer base
- Developed strong customer relationships and maximized revenue through consistent networking and cold calling.

- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelors of Science in Science and Business Management - (Coles School of Business)