

ROBERT SMITH

Junior Business Development Executive

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

SUMMARY

Excellent situational problem solver inspiring product confidence Valued consultant for in-depth product knowledge and application Vast electronic rolodex containing thousands of professional contacts in the Health Care community.

SKILLS

Bilingual - Spanish.

WORK EXPERIENCE

Junior Business Development Executive

ABC Corporation - 2007 – 2008

- Leading provider of service desk, IT service management, and IT asset management software.
- Recruited to bolster awareness and penetration of the companys portfolio of products to new and existing accounts.
- Identified and qualified opportunities, educated on the effectiveness of technology solutions, secured appointments and collaborated with the sales team to secure strategic deals.
- Achieved and/or exceeded monthly sales quota during tenure by building a strong pipeline of qualified leads.
- Identified opportunities, introduced company and portfolio of products to stakeholders, secured the participation of business leaders and technical resources during webcasts and established critical relationships with key decision-makers.
- Collaborated with the Business Development Manager to define strategies to grow specific territories.
- Defined effective go-to-market strategies leveraging prospecting, event follow-up, and marketing campaigns that contributed to capturing new accounts and enabling business growth.

Business Development Executive

ABC Corporation - 2002 – 2007

- Responsible for developing business pertaining to IT project work, staffing augmentation, software and hardware sales for the upper Midwest region of the United States.
- Closed 1.5 million in sales in 2010 using consultative selling techniques prescribed through SPIN selling.
- Closed SharePoint development projects for in house consultancy.
- Built relationships with C-Level executives of Fortune 2000 and mid-market clients dealing in CRM and web based software development technologies.
- Sustained positive partnerships with IT organizations and user groups for greater leverage in my region.

- Liaison between business development with hardware and software sales division and project IT consulting sales.
- Certified in SmartHiring recruiting.

SCHOLASTICS

- Bachelor of Arts in Education - (DUQUESNE UNIVERSITY)