

Robert Smith

Business Development Officer/Supervisor

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Microsoft, Photoshop,
Indesign, Illustrator.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

Interested in finding a position within a company where can educate, motivate, meet and exceed company goals. Demonstrated track record of successfully providing customized solutions to meet and exceed client needs and goals.

WORK EXPERIENCE

Business Development Officer/Supervisor **ABC Corporation - 2013 - 2013**

Responsibilities:

- Responsible for developing new purchase and refinance transactions.
- Work specifically with Realtors, builders, developers, and other business professionals.
- Responsible for attaining Bank goals through active inbound and outbound business development efforts and establishing relationships for continual referral business.
- Provide quality, efficient, and professional delivery of Banks Residential Real Estate loan products within established policies, procedures and mortgage lending regulations.
- Include Built a successful referral business and developed close alliances with key mortgage brokers, Realtors and builders.
- Established high profit referral accounts with superior levels of retention and loyalty.
- Produced a significant increase in loan volume by creating and delivering compelling group presentations for prospective clients and key business professionals.

Business Development Officer **ABC Corporation - 2011 - 2013**

Responsibilities:

- - Increase profit, revenue and market share by influencing new business across all customer segments.
- Consistently maintain a well-known presence within the regional real estate network of customers by attending and supporting industry-related events, host trainings, productively networking and making frequent office/ site visits to prospective and current customers.
- Actively cross-sell mix of solution-based products and services.
- Proactively anticipate and solve problems between customers and departments.
- -Immediate impact brought to the sales and operations teams through existing and new business sources and opportunities.
- Skills Used Utilizing a consultative sales approach including listening to and identifying customers needs and wants into realistic, measurable successes.
- Offering selective products, services and resources to serve the immediate needs of customers resulting in more effective and efficient

sales process..

Education

M.Arch. in Architecture - (NEWSCHOOL OF ARCHITECTURE & DESIGN
- San Diego, CA)