

# ROBERT SMITH

## Business Development Executive I

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Skilled Business Development Executive with proven history of acquiring new accounts Experienced sales executive with international sales experience. Proven track record of achievement with customers in selling, and managing products, services and solutions. Management of various disciplines to ensure business and program objectives.

## EXPERIENCE

### Business Development Executive I

#### ABC Corporation - APRIL 2012 - JULY 2014

- Responsible for sourcing, generating and building new business opportunities for the company through cold calling, emails and following up on warm leads from lead-inception to close.
- Required to have the sales skills to build a pipeline of qualified new prospects and deliver, or to be trained to deliver, effective presentations and product demonstrations.
- Responsible for the relationship with a prospect from lead-inception to close.
- Collaborating with management and team members at all levels enhance the opportunity for a sale, including but not limited to working with the VP to schedule appointments and close larger-volume sales.
- Responsible for training and developing a sales team of 10 to 15 employees.
- Responsible for achieving monthly sales objectives/quotas and weekly activity metrics.
- Prospect for and identify new account opportunities to build a robust pipeline; involves a fair amount of cold calling and quickly moving the prospect through the companys pre-qualification process.

### Business Development Executive

#### ABC Corporation - 2010 - 2012

- Supervised 6 employees.
- Ran department.
- From running daily reports to scheduling shift coverage.
- Prime focus of dutie was to contact current owners to upgrade their lease, servvice plans and eventually into a newer model vehicle.
- Also handled walk-ins and previous owner care.
- Personally worked with all department leads to ensure a smoothly run company.
- Business was shut dow and sold..



## EDUCATION

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## SKILLS

Salesforce.