

ROBERT SMITH

Senior Business Development Manager/Co-ordinator

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

SUMMARY

Merchandising and sales experience in consumer and industrial environments. Skilled in project planning, research, time management and the ability to work individually or in a cooperative team environment.

SKILLS

Human Resources, Microsoft Office.

WORK EXPERIENCE

Senior Business Development Manager/Co-ordinator

ABC Corporation - February 2014 – January 2016

- Labeled "the workhorse" and led the Western region in total revenue and net revenue.
- Championed advanced knowledge of full solution set through continuous education, inside training and outside workshops/seminars.
- Hand-picked by Vice President to spearhead special projects involving the acquisition of a major competitor.
- Promoted to Senior Business development manager within 4 months of hire.
- Procured and managed a book of business in designated markets which include medical, aerospace, manufacturing, jewelry and garment industries.
- Brokered business between 3 different markets (finance, risk and payment solutions).
- Collaborated with respective business units for team sell strategy on top targets.

Senior Business Development Manager

ABC Corporation - 2009 – 2014

- Worked with hiring manager for corporate, government and non-profit companies, staffing highly qualified technical expertise.
- The positions included Database Administrators, front and back end applications.
- Java, C++, etc.
- developers.
- Utilized software for reporting and presentations to top management for quarterly and annual projections.
- Met with candidates and prequalified them for positions.
- Checked references and educational background for clients..

SCHOLASTICS

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