

Robert Smith

Business Development Consultant III

CONTACT DETAILS

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

SKILLS

Owed And Successfully
Operated Multiple
Business.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

Senior Management Specialist with over 19 highly successful years in B2B sales, including, but not limited to consultative selling, active listening, Salesforce.com (SFDC) administration, SaaS, business development and account management, for Fortune 1000 companies. State-of-the-art technology skills combined with proven ability to manage account relationships, develop and deliver sales growth, and successfully implement projects on a national level.

WORK EXPERIENCE

Business Development Consultant III

The WEU Inc. - June 2015 - 2019

Responsibilities:

- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organizations value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Business Development Consultant

ABC Corporation - 2014 - 2015

Responsibilities:

- Develop appropriate marketing campaign proposal for clients by analyzing data collected from Cox Media enterprise research applications and tools
- Understand the clients needs then recommend the appropriate sales channel and marketing solutions
- Prepare and present impactful multi-media advertising campaign proposals to client decision makers
- Work independently in the field calling on prospective clients to interest them in on-air Advertising
- Strategically identify new prospects using multiple sources of sales leads
- Negotiate expectations, terms, conditions, and pricing of advertising

- products and services with new clients
- Build an effective consultative relationship with clients during the sales process, delivering high customer service.

Education

Associates in Automotive Repair - 1973(Various - Portland, OR)