

Business Development Officer

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn:
linkedin.com/qwikresume
Address: 1737 Marshville Road,
Alabama.

Objective

Business Development for the Factoring & Asset Based Lending Industry Business to Business Sales Developing and maintaining good client relations Presenting a positive image of an organization Finding innovative ways.

Skills

Basic Computer Skills, Customer Service, Sales.

Work Experience

Business Development Officer

ABC Corporation - June 2007 - December 2012

- Responsible for maintaining a home office in Orlando, FL to provide the following Business Development opportunities for Paragon by providing factoring services through B2B sales and marketing.
- Responsible for Direct solicitation to prospective businesses, loan brokers and intermediaries.
- Developed contacts and relationships with external referral sources including, but not limited to financial intermediaries, loan brokers and bankers.
- Developed a self-generated lead program while maintaining a database of all contacts.
- Opened up new business opportunities through broadening the banking and factoring relationships for Paragon, and direct networking through various organizations including the TMA, ACG & CFA.
- Presented packages with write-ups and preliminary due diligence on those clients to the underwriter for approval.
- Provided a steady flow of clients each month by negotiating rates & terms with those prospective clients, preparing term sheets and closing sales.

Business Development Officer

ABC Corporation - 2002 - 2007

- Responsible for meeting sales goals and revenue generation for institutional trust department.
- Managed a regional territory of Eastern Missouri, Southern and Central Illinois, Western Kentucky and Iowa.
- Work with members of the bank management team to identify institutional trust opportunities.
- Prospect through referrals and cold calling to union pension funds, corporate pension boards, foundations and endowments, hospitals and medical practices.
- Exceeded sales goals in each year in my territory.
- Skills Used Was able to relate complicated money management strategies in terms easily understood by lay people to attorneys to doctors to C-Level management.
- Quarterback sales presentations to include subject matter experts as needed for optimal results..

Education

Computer Applications - (FLORIDA TECHNICAL COLLEGE)