

ROBERT SMITH

Assistant Business Development Consultant

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Although most of experience is as a childcare provider, would love to expand skills and learn new things. Responsible, trustworthy and very energetic. hate being late, love being part of a team and am a very fast learner.

CORE COMPETENCIES

Microsoft Office, Word, PowerPoint, Dealer Socket.

PROFESSIONAL EXPERIENCE

Assistant Business Development Consultant

ABC Corporation - September 2012 – May 2015

Key Deliverables:

- Reached and exceeded weekly, monthly, quarterly and annual sales goals through timely renewals, increased business and new account growth through service calls, one-on-one presentations, job site visits and industry-specific networking activities.
- Drove the industry forward by bringing exposure to our customers, bringing buyers and sellers together.
- Secured appointments, create, and deliver customized presentations tailored to your customers specific business growth goals.
- Worked within a team environment which includes building internal relationships with Product Specialists to provide feedback, share best practices, and develop selling strategies.
- Contributed to product development by providing customer and prospect feedback on Blue Book Network products and services.
- Worked closely with External and Internal Wholesalers to increase market share Prospected and created referral lists to recruit new representatives Developed follow up process and tier list to help focus the territory Instituted a system of ranking opportunities for faster execution
- Collaborated with Account Managers to drive business growth in existing and new and accounts.

Business Development Consultant

NEW BEGINNINGS LLC - 2009 – 2012

Key Deliverables:

- Conducted marketing research, formulated insights based on research to create marketing strategy, managed budget, created marketing seminars and wrote copy for marketing campaign promoting professional training and coaching company targeting 1000 human resource executives

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- Conducted study of online retail jewelry industry, formulated insights based on the study creating marketing and branding strategy for online store, created budget, managed team of three and calculated significant financial ratios, wrote business communications and collaborated with web site design team to launch online discount jewelry store grossing 1MM in first year of operation
- Conducted market research, distilled research results, conducted financial analysis to support marketing campaign, organized marketing events and wrote marketing copy for launch of self-improvement book series resulting in sales of 50,000 copies netting [] in revenue
- Consulted to and managed marketing department with five team members for Rockland County, NY FQHC (Federally Qualified Health Center) creating patient marketing communications and made presentations to health care provider center managers and community activists explaining Medicare and Medicaid programs to attract members of local Afro Caribbean and Hispanic communities securing 10% increase in billable hours (3037 total billable hours) in first operating quarter
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EDUCATION

Master of Science in International Business - (Walsh College of Accountancy Administration - Troy, MI)

