

Director Of Business Development II

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

Seeking to obtain a professional sales position in a competitive environment where I can utilize my strong sales background and exceptional networking skills to help achieve both personal and company goals.

Skills

Microsoft Office - Word Excel, Powerpoint Access, Nitro, Adobe, Visual Studio, Visual Basic, Microsoft Office Suite, Microsoft Windows, Javascript, Salesforce.com, and Customer Services.

Work Experience

Director Of Business Development II

ABC Corporation - July 2011 - Present

- Assisting Dover federal credit union in living out the Dover federal way.
- To achieve membership growth and consumer and commercial product penetration as well as develop partnerships, being involved within the community, and charity events in our marketplace within our entire market area.
- Working with the business partners to promote the credit union to prospective members, while developing relationships with management and other key personnel.
- Maintaining constant contact with our business partners through on-site visits, presentations, internal intranet/newsletter, email blasts, and employee appreciation events.
- Be involved with the community by attending networking functions, and volunteering to raise awareness and promote the organization as a community business partner.
- Coordinating with the director of marketing to determine community promotions, sponsorships, advertising and involvement with special events that will enhance the overall credit union strategy efforts.
- Present financial literacy seminars to business partners and community organizations.

Director Of Business Development

ABC Corporation - February 2009 - June 2011

- Maintain constant contact with our business partners through on-site visits and presentations.
- Develop new relationships within the community and acquire new business partners.
- Create and maintain a budget for community relations and business development.
- Prepare necessary paperwork and maintain files for the various business partners (segs) for approval by NCUA.
- Maintain a monthly list of new business partners, membership potential, XP notifications, and affiliation updates in XP.
- Develop new marketing materials for products and services offered by Dover federal.
- Order and maintain promotional items and giveaways (swag) for our members, and business partners.

Education

AIB, BAI, While Employed - (Graduate Indian River High School)Associate in Legal - (Kapan University - Hagerstown, MD)Executive Education - (Harvard University)