

# Business Development Consultant

## ROBERT SMITH

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### Objective

A successful and motivated manager who has extensive experiences in business development, client relations and corporate sales. Proven ability to effectively analyze markets, target areas of highest return and develop strategies to attain sales goals in an organized and efficient manner. Acquired practical experience and solid understanding of various range of business management applications, including market analysis and team building; excels at penetrating key accounts and increasing revenues through relationship building.

### Skills

Business Development, Brand Development, Project Management, Organized And Multi Tasker, Public Relations, Contract Negotiations, Network Specialist.

### Work Experience

#### Business Development Consultant

##### EPIC Insurance Brokers - 2014 - 2019

- Responsible for drafting and laying out a complete plan for job, titled, National Director of Market Development.
- Responsible for client relationship management and strategic marketing.
- Planned and organized client events, trade shows, conferences and other events as necessary.
- Identified and developed potential market shares within new industries such as the Correctional/Justice market.
- Built relationships with-in these new industries in order to secure appointments and opportunities for the establishment of new accounts.
- Worked with existing sales teams, within already secured local markets, to grow sales to a national level.
- Captured sales with current brokers by utilizing past relationships and showing new growth in undiscovered markets.

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##### Osborn USA - 2010 - 2014

- Osborn is another company I identified as having a need in a niche market
- They have been in business since 1989, and are a certified Harley Davidson Repair Facility as well as a New/Used Harley, Polaris, and Victory motorcycle Dealer
- This business needed both a mobile responsive site developed, which was started in January 2016 and I'm proud to say completed by April 1st
- I've also converted the company to using ARI-inventory a CRM/Inventory Management software
- I've completed training the management and owners in the back office functions for the new CRM/Inventory software tool
- Migration of all data from the previously existing PSN software is complete
- Automation of the inventory to social media platforms, Craigslist, and relevant sites is completed, and the ongoing focus now is to maintain Web Analytics, SEO and Marketing plans

for the remainder of 2016.

## Education

Bachelor of Science in Business Administration/wip - 1991(Menlo College - Atherton, CA)