

Manager Of Business Development

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Objective

Dynamic and versatile sales and operations management professional with extensive experience in the areas of sales, marketing, product development and project management. have more than 16 years of overall sales experience in a variety of industries.

Skills

Inventory Management, Production Management.

Work Experience

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ABC Corporation - February 2011 - March 2014

- Qualified and generated new business opportunities through cold calling, exhibits and web based leads.
- Responsible for increasing custom base by 50%.
- Responsible for generated and negotiated multi-million dollar proposals.
- Responsible for putting CRM system in place to track sales pipeline and increase sales.
- Responsible for 10 clients ranging from large multi-million dollar projects to smaller scale projects.
- Responsible for maintaining project scope, timeline and project scope changes.
- Managed clients to ensure project scope and milestones are well defined and clients expectation were exceeded.

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Delta Corporation - 2008 - 2011

- Acquire new accounts from canvassing and cold calls Follow-up with old accounts for customer service issues Maintain healthy growth of business.
- Started Pull Scraper Parts Warehouse, an earth moving equipment parts business, in conjunction with a machine shop.
- Responsible for all sales and marketing of the products, as well as, the hiring of employees and overseeing their daily responsibilities.
- Identify and create relationships and partnerships with senior service providers both in for-profit and non-profit arenas to further the sales of .
- Target market includes but not limited to Medical professionals, social service providers, attorneys, financial advisors, religious institutions.
- Responsible for construction and maintenance in the process industry, and power operations for North America, South America and the Caribbean.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Mechanical Engineering - (College of Business)