

Vice President of Business Development

ROBERT SMITH

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Objective

To be positioned in a challenging role that has direct relevance to the company's business processes and also adds immense value to the growth of the business. To be able to deploy most of the technical, managerial and business knowledge, developed and strengthened by experience and education

Skills

Sales Management, Product Development, Product Management, Process Management, CRM Management, Project Management, Budgeting, Estimating, Strategic Planning, Training, Project Selling.

Work Experience

Vice President of Business Development

ABC Corporation - June 2013 - June 2014

- Serve as a leader in developing new business and strategic partnerships in the mid-market.
- Foster, promote and facilitate cross-selling of company-wide products, services, and capabilities.
- Collaborate with colleagues (executive, leadership and peers) to develop new products and services.
- Contribute to the strategic planning and execution of all sales, marketing, and public relations activities.
- A fundamental measure of success for the position will be meeting business development benchmarks and creating sustainable revenue.
- Increase customer base and add to existing customer profitability.
- Identify, design, develop and implement market-driven strategies to achieve revenue goals and the company's mission.

Vice President Of Business Development

ABC Corporation - 2008 - 2013

- Organically grew Appletons smallest division into its largest in just over a year.
- Grew revenue by more than 4x and increased profit margins by 5 points.
- Increased Business Unit Revenue from \$300K in FY10 to More Than \$1.3M in FY11 Executed a growth strategy for the School Services Division which included multi-state expansion - became Appletons largest business unit in FY11.
- Recruited and trained a sales force, as well as instructed and guided the team through any adversity, which resulted in profitable school service projects and increased retention rate of client contracts.
- Increased Net Margins Leveraged economies of scale to expand business unit profit margins.
- Full P&L Responsibility Developed and managed the budget for the School Services business unit with successful cost management that exceeded profitability goals.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

BS in Physics and Research Methods - 2007 (Dillard University - New Orleans, LA)