

Robert Smith

Senior Business Development Manager II

PERSONAL STATEMENT

A dedicated, goal-oriented professional with expertise in hunting new business, contract negotiations, vendor management, sales and product management. Excels as a team leader on projects.

WORK EXPERIENCE

Senior Business Development Manager II

ABC Corporation - 2011 - 2014

Responsibilities:

- Develop strategic plans to ensure optimal Marketing content levels for identified user consumption targets.
- Motivate the team to optimal performance by implementing training programs and sharing industry knowledge.
- Closed in new revenue within the first 8 months. Represented Cision at all Industry events globally.
- Consistently exceed sales goal Ranked in the top 5 Sales for 12 consecutive months Maintain strong rapport with clients to ensure satisfaction.
- Monitor client brand goals to determine focus of sales efforts. Effective execution of company directives to achieve goals.
- Strategize with clients on Social media monitoring and engagement strategy.
- Analyze results to gauge brand awareness and consumer following.

Senior Business Development Manager

ABC Corporation - 2008 - 2011

Responsibilities:

- Chicago, Illinois 2007-2011 Electricity and natural gas company delivering service to customers across the U.S.
- Senior Business Development Manager Grew regional sales territory while concurrently servicing additional national accounts.
- Managed 15 agent brokers and channel partners, as well as supervised numerous sales support personnel.
- Assessed rate changes based on shifting market trends and economic conditions to develop proactive response strategies.
- Continuously generated leads, maintained client communication, and fostered growth opportunities.
- Acquired \$1.2M in revenue for 2010, up from \$850K in revenue for 2009, finishing among top 3 for both years by continuously building client relations and expanding sales channels.
- Led sales, consistently over-achieving sales goals by quickly establishing strong rapport with prospects, forging trust, and developing highly favorable and long-lasting client networks..

CONTACT DETAILS

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SKILLS

Sales, Purchasing,
Networking.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

Bachelors in Business Administration - (Pace University - New York, NY)