

# Robert Smith

## *International Business Development Representative II*

### PERSONAL STATEMENT

Business Development Representative with 5+ years of leadership, strong communication skills and a natural connection with people. Expertise in business, sales development, B2B selling, and business models. Proven track record of organizational growth, leadership and educational and training development and productivity models. Created organizational vision, goals, and standards while performing highly visible roles in a rapidly changing business environment.

### WORK EXPERIENCE

#### *International Business Development Representative II* **ABC Corporation - April 2015 - Present**

##### *Responsibilities:*

- Participating in conferences and local meetings to generate sales leads for potential clients and increase awareness of company services.
- Maintaining all prospects and current client information in sales database on a daily basis, attend sales meetings, and respond to emails from sales management and staff in a timely manner consults with hiring managers to develop recruiting and marketing strategies.
- Networking through industry contacts, association memberships, trade groups, and employees.
- Cultivating combined partnerships with successful service vendors and b2b selling attracting over \$560,000 in contracting opportunities within months.
- Experience prioritizing, planning and organizing tasks/activities to ensure timely completion of job responsibilities.
- Able to maintain a high level of confidentiality and professionalism in all matters.
- Calling unsold customers for satisfaction survey and to bring them back into the dealership.

#### *Senior Business Development Specialist* **ABC Corporation - July 2014 - March 2015**

##### *Responsibilities:*

- Responsible for providing professional in-house support for the about web direct new business sales; it and train group.
- As a specialist, I work with industry targeted accounts and provide direct support to regional sales managers, COOs; project managers and the business architect team as per the defined about the web sales process.
- It would be my pleasure to assist your organization with its IT and administrative staffing needs.
- Created 4. 1 million dollars of business in 90 days in government contract space lead sales process development.
- Coordinated sales and recruiting efforts to increase recruiting results.

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

MS Office Suite 2013,  
Proficient Social Media  
Platforms, Project  
Management, Strategic  
Planning, Business  
Valuations, Strong  
Interpersonal,  
Leadership, Sales  
Training, and Coaching,  
and Sales Territory  
Strategies.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

- Maintain all prospects and current client information in sales database on a daily basis, attend sales meetings, and respond to emails from sales management and staff in a timely manner consults with hiring managers to develop recruiting and marketing strategies.
- As a senior business development manager for about web LLC my team and I worked to service and fill the following it positions within the department of defense, homeland security, NIST, Fort Meade/NSA groundbreaker contract as well as various prime contractors in the Washington dc metro area.

## **Education**

Business Administration - (Yorktowne Business Institute - York, PA)  
Diploma- (Keller Williams Training University - Austin, TX)  
Communication And Presenter Skills - (Speakers Academy- Tampa, FL)