

New Business Development Manager

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: linkedin.com/qwikresume
Address: 1737 Marshville Road,
Alabama.

Objective

Proven professional with over 20 years of hands-on experience managing large staffs, vendors and clients across multiple business environments. Energetic leader of operational success and client partnerships. Demonstrated ability to work effectively with all levels of employees. Solid new business start-up implementation skills. Consistent developer of strong relationships built on trust and respect with new, existing and potential clients. Articulate professional communicator. Fun, innovative employee.

Skills

Salesforce, Microsoft Office, Cold Calling, Closing.

Work Experience

New Business Development Manager

ABC Corporation - 1996 - 2003

- Responded to request for proposals for all new business for the Utah division.
- Managed new business start-ups.
- Defined statements of work and business requirements with clients.
- Developed pro-formas to determine business opportunity profitability.
- Attended quarterly business reviews with new clients to discuss start-ups.
- Managed inbound customer service and order center phone and administrative staff.
- Owned P & L, budgeting and forecasting.

New Business Development Manager

Delta Corporation - 1999 - 2004

- Identified and penetrated new market opportunities, built business cases, and acquire and/or develop new technologies for optimum efficiency and .
- Developed products with strategic partners and incorporated business into production.
- Utilized Quality Functional Deployment (QFD) and Six Sigma DMADV methods.
- Managed four and \$5M budget.
- sold to B & C Truck Electric.
- New business development representative responsible for new business development, maintaining existing client base, working with upper management.
- Contacted and built relationships with owners, architects and engineers.

Education

Associate in Computer Information Systems - (Salt Lake Community College - Salt Lake City, UT)