

# Business Development Executive

## ROBERT SMITH

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### Objective

To obtain a position in customer relations, marketing, or sales within a competitive and professional environment that allows opportunity for both career advancement and personal growth.

### Skills

Microsoft Office, Inventory Management, Sales, Sales, Project Management, New Business Development, Team Building.

### Work Experience

#### Business Development Executive

**ABC Corporation** - May 2014 - December 2014

- Studied and learned new high-end technologies including storage infrastructure, application performance management, and security, to better serve clients and deliver new lead-generation products for the company.
- Worked directly with Directors and VPs of Marketing and Channels for clients including RingCentral, HP, Arrow, Riverbed, Gigamon, Prosperoware, and several of their larger Value Added Resellers.
- Strategically reached out to Directors, VPs, and CTOs of companies ranging from 50 employees to Fortune 500 companies to introduce new technologies and their potential benefits on behalf of my clients.
- Managed up to 20 different clients, building sales pipelines for each.
- Scheduled high-level, quality conference calls, GoToMeetings, and face-to-face appointments with decision makers who were sales ready.
- Managed all appointments from initial confirmation through attendance by performing due diligence and following up to ensure all parties were still ready to engage.
- Awarded several consecutive accolades including Highest Conversion Rate, Most Appointments Set, Best Quality Appointments, and the newly created Rock Star award.

#### Business Development Executive

**ABC Corporation** - 2010 - 2014

- Licensed, commercial, property- casualty agent for the state(s) WA.
- & OR.
- Marketed and sold, (B2B), risk management protection liability packages for businesses.
- Interviewed prospective clients to learn about their financial needs and to discuss existing coverages.
- Presented and clearly explained insurance policy options to clients based on their needs and goals.
- Developed commercial insurance leads to meet monthly sales targets.
- Prepared necessary paperwork to process insurance sales and renewals..

## Education

B.S. in Business Administration - (University of Tennessee - Chattanooga, TN)