

ROBERT SMITH

Senior Business Development Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Highly effective Sales and Marketing Professional with 10+ years of working in a competitive sales team atmosphere. Skilled in strategy, closing and relationship building. Self-directed, enthusiastic sales professional who is adept at branding, business development, marketing, public relations, sales and service. Entrepreneurial spirit with very high personal and professional goals. Solution oriented, consultative, team player adept at building and maintaining relationships.

CORE COMPETENCIES

Computer Skills Customer Service Communication Cold.

PROFESSIONAL EXPERIENCE

Senior Business Development Executive

ABC Corporation - 2010 – 2011

Key Deliverables:

- Business Development and as an Internet Marketing Consultant in the Medical, Cosmetic and Beauty industry team with a focus on revenue generation in this B2B (business to business) sales.
- Drove strategic client acquisition strategies by identifying and cultivating relationships within the Medical, Cosmetic and Beauty industry.
- Established as a key player in leading business development and generating revenue.
- Worked in partnership with cross-functional teams including Sales, Marketing, Training, Product, & Service organizations to propose appropriate offerings that paralleled the industry needs/changes.
- Introduced new offerings and vendors to members of the sales team and existing Strategic Clients in an effort to expand Strategic Clients multi-product portfolios.
- Led efforts to acquire new Strategic Clients by identifying potential clients, meeting with the decision-makers within these businesses and establishing relationships to partner with industry leaders.
- Identified opportunities for product, program, and process improvement with a focus on driving revenue growth including seasonal/promotional campaigns across digital programs.

Business Development Executive

ABC Corporation - 2005 – 2010

Key Deliverables:

- Personally wrote contracts and negotiated with stakeholders on NexGenMD Inc.
- service contracts worth up to \$50,000, and further participated in the successful buyout of smaller-scale product firms.
- Expanded market share into the Eastern U.S.
- through companys revamped strategic business plan.

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- Played a vital role in directing strategic business development processes to target key accounts and identify new opportunities, including collaborating with CEO to effectively plan and implement broad corporate objectives.
- Drove core business growth by recruiting, training, mentoring, and managing results-focused outside sales teams.
- Authored a plan to expand product market share, and built a key training channel for product delivery and support..

EDUCATION

- Bachelor of Arts in Liberal Arts - (Argosy University - Eagan, MN)