

ROBERT SMITH

Sr. Business Development Officer

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

SUMMARY

Consultative, high energy sales leader with expertise in relationship management and new business development. Able to negotiate and arbitrate difficult customer relationships. Self directed, motivated and meticulous sales professional with a robust entrepreneurial spirit.

CORE COMPETENCIES

Consultative Selling, Sales, Lead Generation, CRM, Recruiting, Management, Forecasting, Marketing, Training & Development, Program Development.

PROFESSIONAL EXPERIENCE

Sr. Business Development Officer

ABC Corporation - 1994 – 2002

Key Deliverables:

- Receivables for businesses requiring working capital for business acquisitions, inventory needs, buyouts, and growth opportunities.
- Analyzed credit information and facts are given about prospective clients, such as credit ratings, Dun & Bradstreet reports, sales volume, current accounts receivable reports, past losses, terms of sales, expected volume for the coming year and average amount of invoices.
- Assisting the underwriting team in the final analysis and preparing documentation prior to funding.
- Instrumental in establishing a strong network of referral sources within the banking and finance industry.
- Personally developed and implemented a growth strategy, which is included training of several other employees resulting in significant improvement in their productivity.
- Managed existing business accounts and grew new business accounts.
- `$_{job_description7}`

Business Development Officer

ABC Corporation - 1991 – 1994

Key Deliverables:

- Responsible for Business Development with one of the largest independent broker dealers firms in the U.S.
- Primary duties included providing comprehensive sales support for the firm in the areas of General Securities, Life and Health Insurance, Annuities, Qualified Retirement Plans.
- Provided comprehensive product and sales training to Regional Managers, Sales Representative, Brokers, and Agents in order to increase sales and revenue.
- Assisted the firm in reaching its sales and revenue goals by supporting vendor partners with the promotion of their current products and sales strategies to the field.

ROBERT SMITH

Sr. Business Development Officer

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

- Developed a Qualified Retirement Plan training program for financial advisors which consisted of 401(k), 403(b), 457, and Non-Qualified Retirement modules.
- Created content and measurable results while enlisting recognized industry leaders for participation in the programs.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- Bachelor in Business - (Arizona State University Bachelor)