

ROBERT SMITH

Business Development Officer

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

SUMMARY

Accomplished senior sales executive backed by eight years of experience within the IT Industry, having vast experience in sales strategic planning, daily sales operations and excellent knowledge of the sales field, confident to meet and exceed any goals or expectations.

CORE COMPETENCIES

Sales And Marketing, Customer Service, Retail, Lead Generation, Office Administration, Account Management, Networking, Team Leadership.

PROFESSIONAL EXPERIENCE

Business Development Officer

ABC Corporation - November 2012 – November 2014

Key Deliverables:

- Optimized current revenue streams by networking for additional business prospects with established clients.
- Planned strategic brand-building events to expand the product portfolio.
- Contacted new and existing customers to discuss how specific products could meet their needs.
- Identified, coordinated and participated in client relationship-building activities and meetings.
- Cultivated relationships with key players in various industries to create ongoing and mutually beneficial referral systems.
- Identified issues with existing marketing material to drive process improvements.
- Developed growth plans by identifying key clients, key targets and priority service lines.

Business Development Officer

ABC Corporation - 2008 – 2012

Key Deliverables:

- Developed small business account relationships and sold loans and investments.
- Scope of responsibility grew from 13 branches to 33, when departments labor force was reduced by 50%.
- Managed up to 139 accounts, including 40 key (Tier 1) accounts worth in excess of \$250,000.
- Consulted with clients to achieve maximum ROI through use of financial tools, including money market accounts, sweeps, and treasury notes / overnight investments.
- Forged numerous new relationships that more than doubled the account base within 2-year period.
- Earned #1 Business Development Officer ranking at bank during entire tenure.

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- Recognized as 1 of only 2 sellers in 6-member department to reach sales goals in any area and the only seller to meet goals in all 3 sales areas (new accounts, deposits / investments, and lending), despite challenging market conditions..

EDUCATION

- Bachelor of Science in Management Accounting - 2000(Saint Mary's University - Bayombong, Nueva Vizcaya, Philippines)