

Business Development Representative

ROBERT SMITH

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Objective

7+ years of experience as a Business Development Representative. Sales Professional with proven success in achieving sales targets within the Technology industry in the USA and Latin America. Understands technology as a strategy and value enabler for business processes and comprehends financial metrics to justify the investment and business models to sell and consume technology. A result-oriented clear understanding of business profitability and accurate pipeline/forecasting.

Skills

Expertise Sales, Negotiation, CRM, Volume Licensing, Prospecting, Lead Generation, Cold Calling, Negotiation, Closing Sales, Channel Recruitment, Training, and Channel Management, Product Management, Solution Advisor, Market Development, Sales Revenue Forecasting. Knowledge In Unified Communication Technologies; IP Telephony, IP PBX, SIP Trunks, Audio, and Video Collaboration.

Work Experience

Business Development Representative

ABC Corporation - February 2015 - Present

- Establishing and expand relationships with key customers (800+; distributed within 6 different countries) by contacting them on a daily basis.
- Growing and maintaining existing customer and partner relationships through proactive marketing, webinars and telesales activity.
- Acting as key and knowledgeable resource for the leading industry in the volume license and services offerings.
- Conducting data analysis on the equity of business development representative input distribution.
- Manage contractors on lead generation initiatives and negotiate with vendors.
- Carry and exceed the quota of scheduling meetings and growing existing energy markets.
- Helped launch newest product tikkit and lead deals through entire sales cycle from lead qualification to close.

Sales Account Executive

ABC Corporation - September 2012 - February 2015

- Responsible for achieving sales and financial objectives throughout unified communications solutions and sales development focused on Venezuela, Ecuador, Central America, the Caribbean, and southern cone.
- Channel recruitment search, prospect, and analyze potential channel partners and clients.
- Prepare strategic account planning and forecast sales with ongoing metrics reporting for the assigned region.
- Provide comprehensive training to certify all partners regarding the commlogiks brand portfolio of solutions.
- Demand generation strategy and execution create and design promotions, email marketing, cold calling, lead management, project prospection, channel assignment, follow up until closing.

- Sales support consulting to define technology requirements, build cost structure for proposal creation, negotiate prices and discounts with either channels or vendors, project registration and vendor escalation.
- Ensure project management and service delivery to guarantee customer satisfaction during the sales process.

Education

BS in Resource Economics - (University Of Florida - Gainesville, FL) Diploma- (Truett-McConnell College - Cleveland, GA) General Studies - (Goldthwaite High School)