

ROBERT SMITH

Sales/Business Development Executive

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

SUMMARY

Account Management Dynamic sales executive with a record of surpassing million-dollar sales quotas within highly competitive markets. Exceptional communicator with a consultative sales style, account management skills, exceptional problem-solving abilities, and a keen client needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical business solutions. Available for travel.

CORE COMPETENCIES

Microsoft Office.

PROFESSIONAL EXPERIENCE

Sales/Business Development Executive ABC Corporation - 2017 – 2019

Key Deliverables:

- Generated tens of millions of dollars in new loans and deposits, consistently meeting aggressive sales targets.
- Managed sales process from beginning to end.
- To generate prospects, Cold called businesses, networked with industry-related professionals to develop referral opportunities, networked in trade organizations & chambers of commerce, participated in community events, and developed referrals and new business from existing clients.
- Visited clients and prospects on site to present solutions.
- Reviewed business trends to advise clients about expected changes and structured deals to balance the clients needs with the banks benchmarks.
- Prepared forms and agreements to complete sales.
- Partnered with internal departments to produce proposals, ensuring that proposals met funder specifications and deadlines.

Business Development Executive ABC Corporation - 2013 – 2017

Key Deliverables:

- Business Development Executive of this \$35 million national technology firm with responsibilities in all aspects of Business Development including Marketing, Sales and client management.
- Charged with bringing various voice and data technologies to clients both design-build and per specification.
- Broad scope of responsibility including development and completion of specific strategies to identify and sell new business opportunities.

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- Implemented strategies have resulted in measured market penetration of existing customers, measured establishment of new customers and measured increase in CC&N branding visibility.
- Highest new client placement in company.
- Delivering consistent net profit margins 15%+ over plan.
- Delivering consistent gross sales volume 15%+ over plan..

EDUCATION

MBA - (Temple University Fox School of Business - Philadelphia, PA)

