

Robert Smith

Business Development Executive/Consultant

CONTACT DETAILS

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PERSONAL STATEMENT

Self-starter business development executive, offering fifteen years proven success in achieving business goals in highly competitive markets. Outstanding knowledge of the jewelry industry, market demands and effective organizational structure of businesses. Broad background in account management, sales and closing skills. Proficient in accessing decision makers, discovering buyer's influencers, negotiations, and overcoming customer objections.

WORK EXPERIENCE

Business Development Executive/Consultant **ABC Corporation - 2007 - 2015**

Responsibilities:

- Opened Caribbean and Alaska markets through personal networking generating 3 million dollars in year to date sales.
- Strengthened Caribbean & Alaska client base to 30 accounts averaging 100k per door.
- Exceeded sales by 15-20% each year by opening 2 to 3 new doors per year generating in \$200-300k in additional sales.
- Managed cruise ship promotions for Caribbean & Alaska territories to create brand awareness in the tourist market.
- Gather current marketplace information on newly introduced products, delivery schedules, pricing, and merchandising techniques in order to monitor competition.
- Investigate problems; prepare reports; develop solutions, and make recommendations to management in order to resolve customer complaints.
- Attend educational workshops; review publications, and be involved in professional societies.

Business Development Executive **ABC Corporation - 2005 - 2007**

Responsibilities:

- Molson Coors Brewing Company Molson Coors is an International Brewing Company with a portfolio of brands such as Carling, Coors Light, Magners draught, Grolsch, Caffreys, Worthingtons, Sol, Cobra, Singha, Zatec, Blue Moon.
- v Building and maintaining of customer and client relationships.
- v Preparing client and customer proposals.
- v Managing over 700 accounts within a territory.
- v Number 1 for sales, out of 24 sales people in the lease trade sector.
- v Outperforming sales targets from between 8% on Coors Light and 150% on Magners draught.
- v I generated over [] worth of new business in my first year as a Business Development manager..

SKILLS

Korean, Project
Management, Global
Marketing/Strategy.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

Bachelors of Commerce in Commerce - (Maharaja Shivajirao
University - Vadodara, Gujarat)