

New Business Development Manager III

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)
Address: 1737 Marshville Road,
Alabama

Objective

Seeking a career opportunity where can utilize past professional experience and skills while making significant contributions to the success of employer and team.

Skills

Transportation Saes, Executive Sales MGMT.

Work Experience

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Ugo An Italian Restaurant - November 2014 – 2020

- Built market position by locating, developing, defining, negotiating, and closing business relationships.
- Identified trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracked individual contributors and their accomplishments.
- Located or proposed potential business deals by contacting potential partners discovering and exploring opportunities.
- Screened potential business deals by analyzing market strategies, deal requirements, potential, and financials.
- Developed negotiating strategies and positions by studying integration of new venture with company strategies and operations examining risks and potentials estimating partners needs and goals.
- Closed new business deals by coordinating requirements.

New Business Development Manager

Delta Corporation - 2011 – 2014

- Developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organizations value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Develop catering sales department procedures and policies.
- Grow department sales from previous year as a result of building costumer rapport, cold calling, marketing and networking.
- Develop and maintain a pipeline of new costumers B2B.

Education

Associate in Business Administration - (Los Angeles City College)