

# Sr. Business Development Intern

# ROBERT SMITH

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## Objective

To offer world class solution that will enhance the accomplishment of organization's goals and develop skill for maximum input. To obtain and maintain high degree of professionalism and development through Display of diverse skills.

## Skills

Wordpress, Microsoft Office, Chinese, Cultural Communication.

## Work Experience

### Sr. Business Development Intern

**ABC Corporation** - June 2015 - August 2015

- Researched the high volume of potential clients using the IRS Form 5500 to sell retirement plan financial services.
- Utilized consultative selling skills to identify opportunities, overcome objections, build relationships and convert cold-canvassing into qualified leads.
- Collaborated with the supervisor to develop a new demand-centered script for the summer intern cold-canvassing program.
- Managed spreadsheets for outbound accounts.
- Conducted semimonthly follow-up resulting in multiple new appointments.
- Managed Payroll accounts Visited Clients and Worksites on a day-to-day basis Streamlined and improved spreadsheets.
- Negotiated contracts with Zynga, LinkedIn, and Square Led B2B expansion initiative through corporate promotional events and sampling.

### Business Development Intern

**ABC Corporation** - 2012 - 2015

- Generated new accounts by implementing effective networking and content marketing strategies, using resources such as social networking.
- Identified strategic partnerships and gathered market information to gain a competitive advantage.
- Delivered performance updates and business reviews.
- Tracked RFPs and bids to develop new business opportunities.
- Skills Strong organizational skills.
- Telecommunication skills.
- Sharp problem solver..

## Education

Bachelor of Business Administration in Finance & International Business - (Emory University, Goizueta Business School - Atlanta, GA)