

ROBERT SMITH

Associate Manager Of Business Development

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

SUMMARY

Results-driven Sales & Account Management Professional with a stellar, 20+ year record of advancement and achievement. Draw on advanced product knowledge to foster utmost client interest, activity, and loyalty in competitive markets. Demonstrated success in a dynamic, fast-evolving corporate environment related to sales.

CORE COMPETENCIES

Proven Verbal And Written Communication , Confident.

PROFESSIONAL EXPERIENCE

Associate Manager Of Business Development

ABC Corporation - January 2010 – 2012

Key Deliverables:

- Developed and expanded debt collection business solutions, formulated marketing strategies and implemented sales quota objectives by developing new accounts while penetrating existing accounts within.
- Penetrated existing assigned accounts and increased debt collection business by making recommendations for service solutions, while developing customer solutions.
- Acquired new accounts of large and mid-sized businesses within.
- Implemented and managed sales pipeline and forecasts Provides ongoing sales training with sales team for customers, handles equipment issues, performs rate plan analysis, and explains billing.
- Prioritized activities to maximize sales productivity and identifies new areas for growth.
- Continuously updated knowledge of debt collection services, industry trends and the competitive dynamics of the marketplace.
- Participated in training opportunities through affiliations and industry associations.

Manager Of Business Development

Delta Corporation - 2006 – 2010

Key Deliverables:

- Reno, Nevada and Eugene, Oregon Attained 107% of goal first year in job, where as 30% is considered target.
- Developed Training tools based around networking that was used for sophomore hires.
- Mentored multiple new hires, including one who in his second year was ranked 3rd out of 163 tenured sales executives within American Express, and is .

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- Developed and closed one of the companys largest leads resulting in a \$25 million dollar transaction Presented company capabilities to decision .
- Direct Sales/Account Management for Southeast territory of five states Scheduled seminars, sales meetings, and trade shows to enhance product .
- Position is mostly networking and generating new business from cold calling.
- Effectively sold new accounts in assigned territory as well as delivered new business, 275% to quota during rookie year.

EDUCATION

History and Public Administration - 1984(Western Michigan University-Kalamazoo
- Kalamazoo, MI)

