

Robert Smith

Business Development Representative II

PERSONAL STATEMENT

An ambitious management professional with strong client relation skills; effective use of time management and organizational skills to lead teams with projects and activities; exhibited excellent interpersonal skills and professional manner; and effectively communicating information to team members and consumers through written and oral skills.

WORK EXPERIENCE

Business Development Representative II

ABC Corporation - January 2016 - Present

Responsibilities:

- Accurately using comprehensive database management via Salesforce and other CRM tools.
- Developing and closing new business opportunities through established networks, relationships, independent research, and the lead management pipeline to expand the range of offers to our subscribers.
- Facilitating the growth of revenue by contacting and closing health, beauty, and wellness merchants who have not done business with Groupon.
- Securing partnerships using consultative selling strategies to craft and negotiate offer details that align with financial and operational objectives.
- Become familiar with each business, including but not limited to products and/or services, consumer demographics, consumer ratings, points of competitive differentiation, and revenue and profit drivers.
- Utilizing knowledge of deal structure and strategy in order to reach the clients desired outcomes and maximize profit.
- Interfacing with merchant development to ensure a seamless transition of accounts and align on business strategy.

International Business Management Internship

ABC Corporation - September 2015 - December 2015

Responsibilities:

- Worked closely with the international business manager for roleplay brand ride-on vehicles.
- Developed a customer service manual to be used as a go-to reference guide and training manual for all of the roleplay brand customer service agents.
- Provided assistance to coworkers in need of meeting deadlines and finishing projects.
- Developed, coordinated and implemented sales strategies that identified and produced new business in two different markets/ states.
- Strategically organized and coordinated with senior executives new business trends to develop new services, products, and distribution of channels.
- Established CRM to increase sales, improve sales forecasting, and enhance account tracking on new and existing clients.

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CONTACT DETAILS

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SKILLS

Project Management,
Communication, and
Leadership, Bilingual,
Great Team Player,
Proficient In Microsoft,
Great Organizational,
and Works Well Under
Pressure.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

- Attend industry functions, events, and conferences; providing feedback and information on the current market/creative trends.

Education

Bachelor Of Science in Business Management - (Northeastern Illinois University - Chicago, IL) Information Systems - 2010 (Independence High School - Thompson's Station, TN) Bachelors Of Science - (School Of Business Management)