

ROBERT SMITH

Sr. Business Development Consultant

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SUMMARY

Marketing, communications and business development professional My focus is primarily in the legal and financial services space. Authenticity is most important to me in building, growing and maintaining valued business relationships and friendships. Connect the dots. Drive marketing Business development initiatives External communications.

CORE COMPETENCIES

Microsoft Office, Autodesk Inventor, Autocad, TurboCAD.

PROFESSIONAL EXPERIENCE

Sr. Business Development Consultant

Star Auto Mall - June 2014 – 2020

Key Deliverables:

- Cold-called prospective customers to build relationship.
- Completed documentation for product and service sales.
- Maintained productive relationships with existing customers through exceptional follow-up after sales.
- Generated high volume of referrals.
- Updated database with customer and sales information.
- Established new customer accounts.
- Informed management of special sales and service issues.

Business Development Consultant

ABC Corporation - 2013 – 2014

Key Deliverables:

- Gathers intelligence regarding prospects, decision makers, and their needs
- Qualifies opportunities for active pursuit based on the probability of success
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company can provide to address their business needs
- Monitors competitors and product and/or service differentiators
- Manages sales cycles, client and prospect information, forecasting with Salesforce.com
- Identify, register and develop channel partners.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- MBA in Certificate of Accounting - (University of Phoenix Online Phoenix - Phoenix, AZ)