

Robert Smith

New Business Development Manager

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

SUMMARY

Highly qualified New Business Development Manager with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and would excel in the collaborative environment on which your company prides itself.

SKILLS

Created Plastics Additives Businesses, Designed Marketing Program, Presentations.

WORK EXPERIENCE

New Business Development Manager

ABC Corporation - 1996 - 2011

- Designed & implemented the New Business Development Division in Seattle for Haworth.
- Identified new business opportunities for the dealerships in Seattle that sold Haworth office structural systems and furniture.
- Created business opportunities by identifying companies that are expanding, remodeling, or opening new facilities.
- Identified and qualified business opportunities based on size, scope, timeline.
- Engaged and managed cross functional groups of sales, design, and construction teams.
- Evaluated and qualified project priorities, objectives and concerns.
- Worked in partnership with commercial real estate agents, property managers, building owners, and building tenants to design and implement a business environment and work space to meet their business and operational needs.

New Business Development Manager

Delta Corporation - 2000 - 2014

- Educate architects on the physical, technical, functional, and design aspects of moveable walls, raised floors, and electrical components.
- Utilize CRM to strategize, manage, and track customers and sales activities.
- Cottage Grove, MN 1999-2011 \$400MM retail and wholesale window replacement company comprised of independently and corporately operated locations throughout North America.
- New Business Development Manager Company Operated Sales Manager Regional Sales Manager Worked directly with independent dealers to develop marketing, sales, and installation strategies.
- Worked with company-operated locations with sales and sales operations excellence.
- Expanded the independent dealer network by prospecting, vetting, and negotiating with owners to establish an enterprise of the best window replacement companies in the country.
- Spearheaded dealer expansion from 10 to 115 markets.

EDUCATION

- (University of Minnesota Carlson School of Management - Minneapolis, MN)