

DIRECTOR OF BUSINESS DEVELOPMENT

Executive Profile

Results-driven and highly skilled Account Manager and Sales Leader with 10+ years of experience developing and executing plans that cover all aspects of the sales cycle. Provide strategic support to customers by leveraging trends in technology, analytical analysis, and solutions to the challenges of their business. Create effective strategies to keep the pipeline accurate, moving, and exceeding goals.

Skill Highlights

- Strategic account development
- Strong interpersonal skills
- Team building expertise
- Proven sales track record
- Relationship selling
- Strong deal closer
- Skilled multi-tasker
- Analytical problem solver

Core Accomplishments

Created strategies to develop and expand customer sales, which resulted in a 67% increase in annual sales.

Increased territory penetration 25% from 19 to 25 States.

Managed a portfolio of accounts totaling \$10,500,000 in annual sales and \$32,000,000 in total contract value.

Generated a pipeline of more than \$150,000,000 in net new opportunities in 12 months.

Professional Experience

Company Name City, State Director of Business Development 07/2013 to Current

- Worked closely with other company executives to identify new business opportunities, securing contracts for enterprise government software, Software as a Service (SaaS), Infrastructure as a Service (IaaS), and Managed Service solutions.
- Targeted new government agencies and new product lines to close 7 deals in one year in the public sector industry.
- Created strategies to develop and expand existing customer base, which resulted in an \$18,000,000 contract, the largest in the history of the company.

Company Name City, State Deputy Secretary of State 01/2007 to 07/2013

- Accountable for the