

DIRECTOR OF BUSINESS DEVELOPMENT

Summary

Self-starting business development expert with 20+ years as a top sales performer in various markets. Highly motivated and comfortable with new ideas, innovative products, corporate sales and start-up environments.

Highlights

Established track record of exceptional sales results Self-starter

Excellent communication skills

Exceptional multi-tasker

Compelling leadership skills

In depth knowledge of sales process

Results-oriented

Process-driven

Experience

Director of Business Development , 06/2014 to Current Company Name - City , State

Increased sales revenue for software products in the blood banking industry. Managed budget forecasting, goal setting and performance reporting for all accounts. Identified strategic partnerships and gathered market information to gain a competitive advantage. Delivered performance updates, quarterly business reviews and planning meetings. Negotiated rates to cut costs and benefit corporate partnerships. Identified, coordinated and participated in client relationship-building activities and meetings. Developed growth plans by identifying key clients, key targets and priority service lines.

Director of Business Development , 06/2014 to Current Company Name - City , State

Achieved 125% of quota within the first year for sales of custom software development services. Cold and warm called 30 new and existing accounts per day. Generated new accounts by implementing effective networking and content marketing strategies. Managed budget forecasting, goal setting and performance reporting for all accounts. Identified strategic partnerships and gathered market information to gain a competitive advantage. Delivered performance updates, quarterly business reviews and planning meetings.

Director of Business Development , 07/2014 to Current Company Name - City , State

Executed industry validation of new product idea. Conducted product management for UI and front end development of new online marketplace. Developed marketing and sales strategy for onboarding suppliers and buyers.

Director of Sales Operations and Business Development , 08/2011 to 06/2014 Company Name - City , State

Implemented processes and procedures for sales, project management, and marketing for UI/UX service company. Developed strategic partnerships with key corporations for distribution and referral networks. Created marketing and business plans for top producing Realtors resulting in 48% increase in revenue. Designed and implemented new business model for leading profiling firm. Managed development of new assessment including new User Interface and CRM.

Sales Director , 06/2009 to 08/2011 Company Name - City , State

Achieved 172% of quota within the first year as Sales Manager of website development company. Increased sales revenue by 125% by second year. Managed 36 direct reports. Hired and trained all sales staff. Generated monthly and annual sales reports. Created and directed sales team training and development programs.

Regional Publishing Consultant , 12/2007 to 08/2009 Company Name - City , State

Implemented strategic plan to launch CA branch of Nashville based publishing company. Established regional awareness for regional services. Created presentations specific to marketing needs of potential clients. Developed strategic partnerships to establish referral network. Conducted C-level and director level presentations.

Senior Sales Representative , 01/2004 to 11/2007 Company Name - City , State

Most new customers company-wide 05 for real estate enterprise software company. Most revenue from new customers 06 - Increased revenue by 115%. Top Producer 07- Increased revenue by 60%. Averaged 85 outbound calls per day. Shared product knowledge with customers while making personal recommendations. Resolved customer complaints. Led sales team at national conventions and regional training courses.

Owner , 03/1999 to 02/2004 Company Name - City , State

Grew company from home office and one truck to 3 regional offices and 9 trucks for food distribution business. Negotiated contracts for products, assets, and resources to drive lower operating costs. Leveraged sales to increase quality and bulk pricing of products. Recruited, hired and trained sales staff. Provided customer support and ran service calls.

Branch Manager , 04/1996 to 03/1999 Company Name - City , State

Increased monthly sales by 230% by implementing strategies to develop and expand existing customer base. Maintained fleet of 10 delivery trucks. Recruited and hired to ensure all sales/delivery vehicles were generating revenue. Created and performed sales training programs for new and current sales staff. Managed store inventory and reduced waste by 85%.

Education

Masters of Business Administration : Business Strategy , 2013 Western Governors University - City , State , USA

Bachelors of Science : Business Management , 2011 University of Phoenix - City , State , USA

Biology/Pre-Medicine Oklahoma Baptist University - City , State , USA

Skills

- New Business Development
- Sales Management
- MS Office Suite
- Salesforce / CRM