

BUSINESS DEVELOPMENT CONSULTANT

Summary

Strategic Business Development Executive Entrepreneurial and strategic sales and business development executive with a 7-year track record of exceeding \$500,000/month in revenues, and continuous advancement in selling enterprise software and distributing mobile technology.

Strategic achievements include 90% and 83% market penetration with two software startups.

Strengths Strategic SaaS Sales Go To Market Strategy Sales Operations Relationship

Management Enterprise Software Channel Sales Strategic Partnerships Business Intelligence & Data Analytics

Experience

Business Development Consultant

September 2014 to Current Company Name - City , State

- Hired as consultant to establish sales systems, carry out sales campaigns, and provide product input on Business Intelligence Software.
- Recruited five retail chains within 2 months representing 167 store locations, to commit to purchasing the client's software product and collaborate on its features, with the product is still in beta.
- Implemented sales systems combining inbound and outbound lead generation, implemented new CRM, and re-launched the company website.
- Designed sales forecasting software product, and collaborated on business intelligence software, leveraging a foundation in economics and experience with statistical forecasting.

Distribution Manager

March 2014 to September 2014 Company Name - City , State

- Hired to develop distribution channels with auto dealerships and implement inbound marketing programs to sell the PLUGLESS charger for Electric Vehicles.
- Secured the