

## BUSINESS DEVELOPMENT MANAGER

### Summary

- Business Development Manager & Talent Acquisition Specialist equipped with the excellent negotiation skills, market insight and business acumen necessary to guide struggling and newly-formed companies to financial success.
- Motivated BDM & Recruiter adept at business prospect research, product promotion and account expansion in the Information Technology (IT) market.
- Business Development Analyst skilled at advising large corporations on business logistics, including talent acquisition retention and operational efficiency with major projects meeting deadlines.
- Business development expert with 5+ years as a top sales performer in in the Staffing/Recruiting Services market. Comfortable with new ideas, innovative products and start-up environments.
- Skilled at establishing and maintaining strategic partnerships to generate essential business opportunities.
- Business development professional experienced in sales management, marketing, technical presentation creation and service training.
- Business Development Manager versed in building strategic partnerships through persuasion, negotiation and personal presence. Business development professional successful at acquiring, expanding and managing key corporate accounts.

### Highlights

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|----------------------------------|-----------------------------|
| • Fortune 500 partner experience | • Contract review           |
| • Excellent sales techniques     | • Cold calling              |
| • National account management    | • Adept multi-tasker        |
| • Top-ranked sales executive     | • Work force management     |
| • Fluent in Spanish              | • Analytical problem solver |
| • Excellent communicator         | • S                         |