

BUSINESS DEVELOPMENT DIRECTOR

Executive Profile

Global Business Development offering outstanding presentation, communication and cross-cultural team management skills. High-energy, results-oriented leader with an entrepreneurial attitude. History of strong and effective management with dealer principals, C-Level corporate end users, A/D community, Real Estate and construction industry. Ambitious Sales Leader who creates strategic alliances with organization leaders to effectively align with and support key business initiatives. Builds and retains high performance teams by hiring, developing and motivating skilled professionals.

Skill Highlights

- Strong Leadership communication skills
- Strategic account development
- Fortune 500 partner experience
- National account management
- Exceeds sales goals
- Cross-functional team management
- Negotiations expert
- Goal-oriented
- Team building expertise
- Staff Development

Professional Experience

Business Development Director , 02/2014 to 01/2016 Company Name - City

- Created new revenue streams through clearly understanding client goals and objectives
- Generated new business through positioning Staples wide disciplines to outperform expectations.
- Problem solve at organizational levels utilizing National contracts such as Avendra, Group Purchasing Organizations and buying consortium agreements.
- Increased profit Margins by 50% in one year through restructuring client specific contracts leveraging their total spend with Staples
- Implement National furniture standards program reducing rogue vendor spend by 50%
- 20 million dollar book of new business

Regional Sales Director , 02/2007 to 02/2014 Company Name - City , State

- Development of sales team professionals with annual revenues \$35,000,000 annually.
- Extensive P/L responsibilities, margin growth, and regional strategy deployment.
- Pivotal in partnering with sales team to build strong relationships with top A&D firms resulting in 2 Million dollar renovation of Fontainebleau Hotel Miami, Florida
- Recruited, top notch Sales Team and spearheaded cross-functional SAL initiative to increase furniture sales penetration
- Lead territory to reverse declining sales and achieve 375% increase in sales
- Supervised regional division of 42 staff members with direct growth responsibilities of 14 furniture sellers
- Responsible for managing all aspects of the daily sales cycle, including sales, quotations, proposals, Design, Project Management, bid documents and closing business
- Responsible for 3-point bottom line margin growth for focused team through Billable design hours.

Corporate Account Manager/ Business Development Manager , 04/1996 to 01/2007 Company Name - City , State

- Manage the development, revenue growth and distribution of key contract office furniture dealerships in the San Diego and Hawaii markets.
- Responsible for 10.3 million dollars of revenue.
- Responsible for A/D coverage, GSA sales and new end user business development.
- 2005 increased annual territory goal by 53.7%
- 2005 Q1 505% over plan
- 2004 Pragmatically converted competitive dealership to strong co-branded Allsteel partnership

- 2002 1st quarter sales 254% of volume goal, 269% of gross margin goal 2002 2nd quarter sales 249% of goal
- 2002 company winner of highest annual Terrace product sales
- 2001 Master's program winner for achievement 2001 grew territory by 145.75% over goal attainment
- 2001 increased revenues by \$2,697,666.00 over previous year

Senior Account Executive , 08/1994 to 04/1996 Company Name - City , State

- Responsible for 1.2 million dollars in sales annually.
- Corporate marketing and business development for Steelcase systems and contract furniture dealership.
- July 1997 awarded Office Depot "Outstanding Salesperson" award at 400% of goal 1997 awarded
- Promoted to North Island Federal Credit Union's Total Quality Management Program "Partner's in Quality" (PIQ) for outstanding customer relations and service from a vendor
- Orchestrated product launch and vendor trade show for Hospital resulting in 50% increase in account sales
- 1996 won strategic vendor competition in Southern California
- 1995 Implemented, coordinated and raised funding for Neocon West/ architect and designer marketing event resulting in two new multi-party contracts of over \$100,000.00 in revenues each.

Education

certificate University of California - City , State

Bachelor of Applied Arts : Interior Design & Industrial Technology , 1988 Central Michigan University - City , State

Professional Affiliations

- National Association of Female Executives
- International Interior Design Association (IIDA)
- International Facilities Management Association (IFMA) - Golf Tournament Fund Raiser Committee
- Corenet Global Summit

Skills

Attitude

Drive

Motivation