

## BUSINESS DEVELOPMENT MANAGER

### Professional Summary

Experienced, driven and successful Sales Professional recognized for consistently growing sales revenues and profitability. Frequently selected by management to open new territories and rapidly develop sales pipelines through the use of innovative and imaginative sales and marketing programs that achieve maximum market exposure and penetration. Parlays commitment to community and passionate for causes supported into strong networking and business alliances. Proficiencies: Solution Based Sales Key Relationship Management Business Development Project Management Product Knowledge Territory Management Customer Education & Training Marketing & Brand Positioning Stakeholder Engagement

### Skills

#### Work History

09/2013 to 08/2014

Business Development Manager Company Name – City , State

- Provided leadership and drove sales for organization providing workforce solutions to Aerospace & Defense, Engineering,.
- Government, Health Care, Life Sciences, Information Technology and Telecommunications industries.
- Accomplishments: Consistently grew sales revenues and profitability Extend coverage of Indianapolis office to cover Midwest region Rapidly developed the sales pipelines with innovative and imaginative sales and marketing programs.

01/2012 to 01/2013

Network Solutions Consultant Company Name – City , State

- Provided sales and leadership expertise to various departments including mentoring junior sales staff enhancing organizational sales for organization catering to Information Technology industry in providing staffing solutions.
- Accomplishments

01/2011 to 01/2012

Relocation Consultant Company Name – City , State

- Served as recognized expert and solutions partner to clients of leader in the relocation industry in National Account and Commercial Relocations while managing contract administration and compliance for book of business.
- Accomplishments

01/2006 to 01/2008

Director Company Name – City , State

- Motivator, driver and sales champion for leader in the LTL and TL business as well as kiosk delivery and installation.
- setting and maintaining bar for National and Commercial accounts were maintained at high level of customer.
- satisfaction within client expectations, timelines and budgets.
- Accomplishments

01/2005 to 01/2006

Commercial Relocation Consultant Company Name – City , State

- Provided Commercial Relocation Management sales and management expertise for three locations ensuring smooth.
- relocation services.
- Generated sales in the areas of Household goods, National Accounts and Commercial relocations.
- Effectively penetrated markets, sought out and acquired new clients.
- Successfully introduced and facilitated new marketing techniques in coaching junior staff.
- Increased sales within assigned territory, for a total of \$400,000 in new revenue.

01/2004 to 01/2005

Relocation Consultant Company Name – City , State

- Led teams, managed projects and provided relocation management services that increased the effectiveness of sales staff in support of leading company with locations in IN, KY and OH.
- Accomplishments

01/2002 to 01/2004

Regional Manager Company Name – City , State

- Expertly provided COD Sales, National Account Sales and Commercial Sales in Indianapolis, IN marketplace and.
- surrounding states (OH, MI, KY, TN and IL) for leading relocation organizations for Mayflower in the United States.
- Worked with both domestic and international relocations generating gross sales exceeding \$500,000.
- Assisted in the training of all new laborers and project managers on proper policies and procedures for commercial relocations.
- Developed effective and innovative Customer Relationship Management and marketing techniques.

#### Education

Associate's degree : Early Education Ashford University - City , State

Bachelor of Science : Ashford University - City , State

#### Skills

billing, book, budgets, coaching, contract administration, Customer Relationship Management, CRM, client, clients, Client liaison, customersatisfaction, customer service, delivery, directing, Government, Information Technology, invoicing, leadership, Managing, marketing, Market, mentoring, office, organizational, policies, Project Management, Relationship management, RFP, Sales, sales and management, staffing, Telecommunications, training programs, Author

#### Additional Information

- Community Leadership Rock Steady Boxing, Volunteer Coach for program designed to provide betterment of life for boxers diagnosed with Parkinson's. Assisted with the distribution of sponsorship information to contacts as well as annual table captain for two personal tables. Junior Achievement of Indianapolis, Volunteer for JA of Indy as well at BizTown as a mentor to students. Families First, Volunteer and hold seat of Advisory Council Board Member. Helped gain donated items for silent/live auction at annual event. Helped with set up and organization of annual event. Christian Chamber of Commerce, Yearly sponsor of monthly lunch series MyComputerCareer.com, Guest Speaker discussing importance of LinkedIn and possible advantages and disadvantages of social media in the job marketplace Cardboard Box Ministries, Mentor to organization and currently hold seat on Board of Directors