

BUSINESS DEVELOPMENT MANAGER

Summary

Experienced sales professional and effective leader. Currently a sales professional for CT of Wolters Kluwer. Highly motivated, self-driven, result-oriented consultant Tenacious new business prospecting, selling, negotiating and closing skills Skillful verbal and written communication skills including the ability to present to an executive-level audience Passion for gaining personal relationships with clients Strong understanding and use of strategic selling techniques Former professional athlete

Experience

03/2017 to Current

Business Development Manager Company Name

- Consulted with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered by solutions in order to ensure success with key initiatives Developed and conducted effective presentations with contract decision makers (c-level) Accountable for the entire sales cycle from prospecting to closing deals, forecasting, and strategic planning July 2015 - March 2017 - Business Development Manager Wolters Kluwer/CT Corporation FY 2016 104.4% for CT Corporation FY 2016