

## BUSINESS DEVELOPMENT EXECUTIVE

### Summary

Results driven sales professional with an exemplary record of developing strategic initiatives to enhance sales. Thrives on a challenge, initiates action and entrepreneurial in business approach. Able to seize opportunities and demonstrates excellent networking skills. Exudes energy and enthusiasm while consistently meeting or exceeding sales targets. Offers an excellent record of experience and accomplishments. **QUALIFICATION HIGHLIGHTS** Account/Territory Management Contract Negotiations Client Development/Focus Sales Analysis Strategic Planning Quota Attainment Business Development/Market Growth Team Leadership Consultative Sales and Network Solutions

### Experience

Company Name September 2008 to Current Business Development Executive

- Responsible for managing the entire sales cycle with accountability to engage specialist team members; Aggressive and active in competitive accounts, knowledgeable regarding competition and industry trends; Identify, articulate, and implement products, solutions and services to customer requirements; Articulate and position full spectrum of OfficeMax products, services, and solutions to key departmental decision makers; Develop and implement business plan for client base to identify, sell, and support services and/or products in existing OfficeMax accounts; Responsible for proposing and closing engagements that will achieve total revenue growth (sale and annuity), profit, and customer satisfaction plans; Perform account maintenance and continuous new business development; Work with the in-territory BRM and other resources to accomplish install, revenue, and profit objectives; Develop plans for growth and solicit buy-in from management; Perform presentations internally and externally on existing capabilities to gain support.

Company Name September 2005 to September 2008 Client Advisor

- Developed new business leads and increase client base through focused personal marketing efforts that include, but not limited to, direct mail, networking affiliations, and telemarketing ; Accommodated client product preference via presentation and demonstration; Kept abreast of incoming inventory, features, accessories, etc and determine the benefits to prospective clients; Conducted needs assessments of potential buyers; Ensured proper follow up of all potential buyers by developing, implementing, and monitoring a prospecting and sales control system; Maintained comprehensive knowledge of pricing and specifications of competitive vehicles to provide clients with informative comparisons; Made effective deliveries by following all sales details, inspecting every vehicle sold, introducing clients to Service Manager, and making a personalized delivery of the vehicle.
- Key Contributions Awarded Client Advisor of the Month 18 times; Achieved BMW of North America's highest sales award for exceeding yearly sales quotas for 2006 and 2007 Received sales incentive awards for the most on-the-spot sales and client retention.

Company Name November 2001 to September 2005 Sales Representative

- Established relationships with key target physicians in assigned territory through office in-services, roundtable discussions, focus group meetings, speaker programs and routine office visits; Sales cycle included cold calling, appointment setting, needs analysis, and post-sale tracking; Worked effectively with team members in gaining market share from competitors; Implemented a cross-over technique to territory organization plan to maximize and build stronger relationships with physicians and consultants; Provided product presentation to target physicians to include clinical facts statistics and indications; Attended corporate training seminars to maintain strong working knowledge of product.
- Key Contributions Gained highest sales percentage from new product growth since March 2005 Achieved quarterly sales goal as well as maintained top 25% status throughout tenure Built key relationships to successfully gain access to physicians that were often difficult to see.

Company Name April 1999 to November 2003 Document Solutions Executive

- Marketed photocopiers and facsimile equipment to businesses, schools, and individuals within the assigned territory; Sales cycle included cold calling, appointment setting, needs analysis, product presentation and demonstration, and post-sale tracking; Developed new client base in assigned territory - averaged over 200 cold calls weekly; Analyzed customer requirements to determine product solution.
- Key Contributions Achieved 100% of a \$3M quota during fiscal year 2001 and 2002  
Received highest sales award company-wide February 2000 Received Team Player award for second quarter 2001 Received Document Management Consultant of the Year award for 2001 and 2002.

#### Skills

Articulate, benefits, business plan, closing, cold calling, competitive, Consultant, corporate training, Client, clients, customer satisfaction, delivery, direct mail, Document Management, facsimile, features, focus, Image, inventory, Leadership, managing, marketing, market, meetings, access, office, 2000, needs analysis, networking, new business development, photocopiers, presentations, pricing, profit, speaker, Quality Assurance, Sales, Sales Training, seminars, statistics, Team Player, telemarketing

#### Education

Hampton University May 1998 Bachelor of Arts : Political Science City , State Political Science  
Ricoh University January 2001 Image Management Certification, Levels 1 National Sales Training Phases I, II, and III, Forest Laboratories, April 2004Leadership Workshop, BMW and Porsche of Arlington, October 2006Understanding Leasing, BMW and Porsche of Arlington, September 2007BMW of North America Quality Assurance Workshop, BMW and Porsche of Arlington