

GLOBAL BUSINESS DEVELOPMENT MANAGER/MARKETING

Summary

Professional Account Manager trained in building strategic network ties and increasing sales revenues. Cultivates and maintains strong customer relationships.

Skills

- Prospecting and cold calling
- Strategic account development
- Team building expertise
- Proven sales track record
- Strong communicator
- Skilled in MS Office
- Strong interpersonal skills
- Relationship selling
- Product training and placement
- Strong deal closer
- Exceptional customer service skills

Accomplishments

- Established thirty new accounts in a single year through successful business development/management skills. A company record. (GigaSpaces Technologies)
- Turned a one thousand dollar a year territory into a one million dollar territory in just a little under 2 years. (Buzz Food Service)
- Earned the 2012