

## BUSINESS DEVELOPMENT MANAGER

### Career Focus

Self-motivated former service member with an over 8 year career in environmental management, and administration. Seeking a meaningful and challenging career opportunity with a governmental agency and or aerospace company that will allow for its full and complete utilization of my background experience, education, and personable and professional talents.

### Qualifications

- Veteran of The United States Armed Services.
- Service experience in supportive counseling to personnel and families.
- Ability to read, write and communicate effectively.
- Advanced experience with Microsoft Office.
- Various database experience public and private.
- Bachelors in Social Ecology i.e psychology, sociology, public and social.

### Employment History

#### Business Development Manager

June 2015 to Current Company Name - City , State

- Increased sales and maximize revenue; Close daily business deals.
- Marketing and research for new business market segments.
- Identify and build relationship with new potential US customers.
- Manage daily sales and accounting operations.

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#### Marketing Manager

June 2014 to June 2015 Company Name - City , State

- Research and market for new potential customers.
- Attend industry exhibitions to market product.
- Identify opportunities for sales; maintain and build existing customers.

#### Senior Field Technician

February 2012 to January 2014 Company Name - City , State

- Collecting, Preserving and handling of environmental samples.
- Quality assurance, quality control, data quality and reporting.
- Maintain understanding of local federal and state laws and standards.

### Education

Social Ecology, Environmental Analysis & Design , 2004 University of California Irvine - City , State

Internship: Public Affairs Office , 2003 Food & Drug Administration - City , State , USA

### Military Experience

#### Water Treatment Specialist

August 2002 to January 2005 Company Name - City , State

#### Environmental Specialist

May 1994 to September 1997 Company Name - City , State

### Skills

Agency, billing, conferences, customer support, database, special events, hazardous waste disposal, hazardous waste, leadership, regulatory compliance, mailing, access, excel, office, outlook, word, packaging, problem solving, process equipment, publications, quality, quality control, reading, sales, shipping, teamwork, technical support, transportation, troubleshoot, water treatment, workshops