

DIRECTOR OF BUSINESS DEVELOPMENT

Summary

Looking for the greatest opportunity to use my years of experience in business development and client relationship building to work for a reputed company that I can help grow and prosper!

Skills

Business Development, Client Relationship Builder, Client Account Management, Contract
Alternative Transportation Specialist Negotiations, Customer Driven

Experience

05/2009 to Current

Director of Business Development Company Name - City , State

- Responsible for developing new business opportunities for corporate, municipal and university markets over \$43 million in annual revenues.
- Created over 25 new commuter programs from the ground up for fortune 500 companies in the Bay Area.
- Created new revenue streams through new municipal and University accounts including the City of Los Angeles, University of California, Berkeley and San Francisco State University - over \$10 million annually.
- Accountable for marketing and prospecting through cold calls and networking.
- Responsible for face to face meetings and presentations with prospective clients.
- Manage the follow up process including sending follow up marketing materials, phone calls, emails and dialogue on a consistent basis until the relationship is recognized.
- Obtained new multi-million dollar account within first four months of employment.
- Develop and prepare proposals for major private and municipal transportation projects through cold calls and requests for proposals.
- Executive management of all corporate accounts which include many high profile, Silicon Valley Fortune 500 companies.
- Networking and business development through many associations including ACT, BOMA San Francisco, BOMA Silicon Valley, APTA, CalACT, GBTA and various Bay Area organizations.

02/2006 to 05/2009

Bay Area General Manager Company Name - City , State

- Executive management of the Bay Area market; responsibilities include marketing and business development, operations and accounting related functions.
- Management oversight of approximately 80 locations throughout the Bay Area encompassing San Francisco, Oakland-East Bay, San Jose and Marin County; over \$65 Million dollars in gross parking revenues annually.
- Locations included management fee / incentive fee locations; company lease locations and reverse lease (at risk management fee) locations.
- Successful business transactions of 35 new locations in the Bay Area region, with additional net profits of over \$750K annually.
- Achieved successful expansion of the municipal market with contract awards with AC Transit, and BART (Bay Area Rapid Transit); additional contract awards and new business achieved as a result.
- Achieved additional regional expansion and market margin with successful award of the City of San Jose contract; opening new market opportunities for the region.
- Successful contract renewal of over 15 existing contracts in Bay Area, increasing profits 5% over existing net profit projections of same store sale performance.
- Oversight of Bay Area team of 35 management professionals and accounting/ clerical staff; oversight of employee base of over 200 parking professionals in both union and non union environments.
- Responsible for annual budget preparation and performance for the Bay Area Region including same store sale performance, new business development and General and

Administrative projections.

- Achieved positive financial results on the successful integration of Bay Area operations, reducing overhead through technology and best practices for improvement of over \$300,000 in Bay Area net profit.
- Responsible for monthly financial analysis and performance of Bay Area locations; implemented immediate changes and proactive measures to adhere to expectations to maintain budgeted targets.
- Corporate Liaison for Union Contracts in Bay Area: Accomplishments included the successful negotiation of San Francisco Teamsters Local 665 contract resulting in payroll and overhead freezes to aid in maintaining current profit margins during uncertain real estate conditions.
- Successful implementation of Bay Area marketing campaigns and ancillary revenue opportunities to increase profits at existing locations.

02/2004 to 02/2006

General Manager Company Name - City , State

- Executive management oversight for 35 locations including hotel and office properties, hospitals and government agencies; generating over \$6 million in annual revenues.
- Through marketing and networking, obtained 5 new locations as first year General Manager, generating over \$70,000 in additional net profit annually.
- Successful implementation of Corporate policies and procedures at all locations and City office, creating more efficient revenue controls and immediate reduction of liabilities and risk of financial losses.
- Implementation of employee development projects and awards programs to increase low employee morale and high turnover ratios.

02/2003 to 02/2004

Operations Manager Company Name - City , State

- Managed a team of 9 Project and Area Managers with operations of over 20 locations including Class A office properties, University of North Texas parking operations, Reunion Arena, and Presbyterian Hospital operations.
- Developed proformas and proposals for new location opportunities; Assisted General Manager with proposal preparation and presentations.
- Responsible for budget preparation and analysis of Profit and Loss Statements.
- Maintained client relationships of high profile companies including Crescent Real Estate Equities, Cousins Properties, Trizec Properties, Trammel Crow, Cushman and Wakefield, Equity Office Properties and Jones Lang LaSalle.
- Developed Manager's skills in proper company accounting and operating policies.
- Successful completion of CPS Advanced Management Training Program; promoted to General Manager within two weeks of completion.

06/1999 to 02/2003

Area Manager Company Name - City , State

- Promoted to Area Manager within one year.
- Oversaw management team of 25 employees, including managers, accounting personnel and attendants.
- Responsible for all aspects of operations, including auditing and billing functions, operations, monthly reporting and maintenance projects.
- Developed positive relationships with "high risk" clients through daily contact and various departments within the area.
- Implemented tenant and customer amenity programs for all locations to enhance services and value.
- Assumed additional management oversight of additional properties, including downtown Class A Office Properties, offsite management of billing accounts and garage operations.
- Improved net operating profit of additional operation by 5% through new technology, policy and procedures.

Education and Training

Bachelor of Science : Business Administration Marketing / Management East Central University - State Business Administration Marketing / Management

Activities and Honors

San Francisco BOMA; Association for Commuter Transportation - Northern California Board Member; BOMA Silicon Valley; International Facility Managers Association San Francisco / Silicon Valley / East Bay; CoreNet - Northern California
Skills

Client Relations, Business Development, Sales, Proposal Preparation, CRM planning and management, Cold Calling, Networking, Budget Preparation, Contract Negotiations, Executive management, Financial Analysis, Marketing Transportation Route Planning and Analysis