

PROFILE

A Business Development Manager with eight years of experience specializing in marketing, business strategy, sales management, and account management. A strong history of building strategic partnerships and identifying opportunities to maximize value for clients and stakeholders.

PROFESSIONAL EXPERIENCE

Business Development Manager

IT Staffing Solutions Corp., San Diego, CA | May 2018 - Present

- Oversee 20+ accounts generating \$100K-\$400K in annual revenue, liaise with client partners to identify appropriate solutions for IT staffing needs, and coordinate with recruiters to ensure the selection of top talent for client stakeholders
- Improve account growth by 20%-45% YOY by identifying opportunities to deliver value-added services to client organizations, including corporate trainers
- Lead a team of eight business development managers and ten account executives, provide coaching and mentorship, and guide sales negotiations

Business Development Manager

HR Management Inc, San Diego, CA | May 2016- May 2018

- Served as the point of contact for 15 client accounts valued at \$50K-\$250K, built relationships with strategic partners, and drove a 30% increase in revenue growth
- Identified opportunities to provide new HR solutions and service offerings based on market trends, business intelligence, and client specifications

EDUCATION

**Bachelor of Science (B.S.)
Marketing**

University of San Diego,
San Diego, CA
September 2014 - May 2016

KEY SKILLS

- Business Development
- Marketing Strategy
- Account Management
- Revenue Growth
- Client Relations