

JORDAN NUEVES

A Business Development Director with 10+years of professional experience, specializing in sales strategy, territory management, and lead generation. A proven track record of building and leading high-performance sales organizations from the ground up. Adept at developing strategic partnerships to drive new business opportunities.

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Chicago, IL 12345
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(123)456-7890

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT DIRECTOR

Superior Brand Marketing Inc.,
Chicago, IL
April 2016- Present

- ◆ Manage all aspects of business development efforts for a brand marketing solution company, develop innovative sales strategies, and oversee the development and execution of business campaigns generating more than \$500K in annual revenue
- ◆ Collaborate with C-level executives and brand representatives, attend high-level sales meetings, and use consultative sales techniques to close \$1.5M in new business.
- ◆ Build, recruit, and develop a sales department of 50+, define workflows, provide coaching and mentorship to sales managers, and establish a work culture of accountability

SALES DIRECTOR

Starfire Marketing Solutions,
Chicago, IL
August 2011 -April 2016

- ◆ Managed and built the sales department for a marketing company generating more than \$2.5M in annual revenue, defined the sales cycle, developed overarching sales strategy, and led high-level meetings with external C-suite executives
- ◆ Identified, established, and grew strategic partnerships with enterprise brands to expand reach with target audiences and drive market penetration
- ◆ Established a work culture centered on diversity and inclusion, which included leading diversity recruiting efforts and managing the implementation of training workshops

EDUCATION

Bachelor of Arts (B.S.), Business Administration

University Of Chicago, Chicago, IL
September 2007 - May 2011

KEY SKILLS

- ◆ Sales Management
- ◆ Business Development
- ◆ Lead Generation
- ◆ Executive Leadership
- ◆ Strategic Planning
- ◆ Sales Strategy

CERTIFICATIONS

- ◆ Certified Sales Professional (CSP).
Awarded 2015