

# First Last

## Business Development Manager

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### WORK EXPERIENCE

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Resume Worded, New York, NY

09/2015 – Present

*Augmented reality startup with 50+ employees and \$100m+ annual revenue*

#### Business Development Manager

- Generated 42.5% revenue growth by identifying and targeting 10+ new markets and client segments in Europe, the Middle East, and Africa (EMEA).
- Developed and launched a comprehensive sales strategy that increased market penetration by 15% within the first 21 weeks of employment.
- Supervised a team of 30+ sales representatives by providing guidance, coaching, and support, which helped to achieve individual and team targets.
- Established and nurtured strategic partnerships with 10+ industry leaders, leading to a 77% increase in referral business.

Polyhire, London, United Kingdom

10/2012 – 08/2015

*Provides quality assurance and control testing for global markets*

#### Inside Sales Support

- Initiated a new project involving coordination with 20+ regional offices to streamline invoicing procedures; reduced paper expenses by \$2300.
- Implemented effective strategies during international expansions that boosted annual market share by 89%.
- Devised a comprehensive work order system that enhanced the productivity of the company's fleet by 64% in the first month.

Growthsi, London, United Kingdom

07/2010 – 09/2012

*Career training and membership SaaS with 150,000 paying users*

#### Operations Officer

- Initiated a new project involving coordination with 20+ regional offices to streamline invoicing procedures; reduced paper expenses by \$2300.
- Implemented effective strategies during international expansions that boosted annual market share by 89%.
- Devised a comprehensive work order system that enhanced the productivity of the company's fleet by 64% in the first month.

**Sales Advisor**, ABC Company, London, United Kingdom

11/2008 – 12/2009

**International Buyer**, XYZ Company, London, United Kingdom

07/2005 – 10/2008

### EDUCATION

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Resume Worded University, New York, NY

06/2005

Associate of Science — Business Administration

### SKILLS

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**Hard Skills:** Strategic Planning (Advanced), Forecasting (Experienced), Negotiation, Lead Generation, Prospecting

**Techniques:** Sales Forecasting, Project Evaluation, Project Management, ROI Evaluation, Pipeline Management