

John Senior
123 Main Street
New York, NY 10001
555-123-4567
johnsenior@email.com

Objective:

Results-driven business development professional with over 5 years of experience in identifying and pursuing new growth opportunities. Proven track record of developing and maintaining strong client relationships, exceeding sales targets, and collaborating with cross-functional teams. Seeking to leverage my skills and expertise to excel in a new Business Development role.

Skills:

1. Excellent interpersonal and communication skills, both written and verbal.
2. Strong negotiation, presentation, and closing skills.
3. Proficient in CRM software (Salesforce, HubSpot) and Microsoft Office Suite.
4. Ability to analyze market trends, customer needs, and competitive landscapes.
5. Experience in developing and executing strategic sales plans.
6. Self-motivated, goal-oriented, and able to work in a fast-paced environment.

Education:

Bachelor of Business Administration (BBA) in Marketing
New York University, New York, NY
Graduated: May 2016

Work Experience:

Business Development Manager
StIT, Paris, FR
February 2023 – present

Business Development Manager
XYZ Tech Solutions, New York, NY
March 2019 - 2023

1. Developed and executed a strategic sales plan, resulting in a 30% increase in annual revenue.
2. Identified and pursued new business opportunities in the technology sector, establishing partnerships with key industry players.
3. Managed a team of 3 sales representatives, providing coaching, training, and performance evaluations.
4. Collaborated with the marketing team to develop targeted campaigns and promotional materials.
5. Maintained an up-to-date CRM system, tracking all sales activities, and generating regular reports for senior management.

Sales Representative
ABC Enterprises, New York, NY
June 2016 - February 2019

1. Consistently exceeded monthly and quarterly sales targets, achieving a 120% quota attainment in 2018.
2. Built and maintained strong relationships with a diverse portfolio of clients, including Fortune 500 companies.
3. Conducted market research and competitive analysis to inform sales strategies and tactics.
4. Delivered persuasive presentations and product demonstrations to potential clients.
5. Coordinated with the customer service team to ensure a high level of client satisfaction and repeat business.

Certifications:
Certified Sales Professional (CSP)
Sales Training Institute, New York, NY
March 2018

Achievements:
Top Sales Performer, 2018 - XYZ Tech Solutions
President's Club, 2017 - ABC Enterprises

References:
Available upon request.