

Jane Smith
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Objective:

Motivated and detail-oriented business development professional with over 2 years of experience in the technology industry. Proven ability to identify and pursue new business opportunities, build strong client relationships, and collaborate with cross-functional teams. Eager to leverage my skills and passion for growth in a new Business Development role.

Skills:

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

Education:

Bachelor of Science (BS) in Business Administration
Boston University, Boston, MA
Graduated: May 2019

Work Experience:

Business Development Associate
StIT, Paris, FR
July 2019 - Present

1. Conducted extensive market research and analysis to identify potential business opportunities in the IT sector.
2. Successfully expanded the company's client base by 20% through cold calling, email outreach, and networking at industry events.
3. Collaborated with the marketing team to develop and execute targeted sales campaigns, resulting in a 15% increase in lead generation.
4. Assisted in the preparation of sales proposals, presentations, and contracts.
5. Maintained an up-to-date CRM system, tracking all sales activities, and generating regular reports for senior management.

Internship:

Marketing and Sales Intern
TechBridge Solutions, Boston, MA
January 2019 - April 2019

1. Assisted in the development and execution of marketing strategies, including social media, email, and content marketing campaigns.
2. Conducted market research and competitive analysis to inform sales strategies and tactics.
3. Supported the sales team in lead generation, cold calling, and the preparation of sales materials.
4. Gained valuable experience in the technology industry and developed a strong understanding of the sales and marketing processes.

Certifications:

Sales Development Certification

The Sales Development School, Boston, MA

June 2020

Achievements:

Top Performing Intern, 2019 - TechBridge Solutions

Dean's List, 2016-2019 - Boston University

References:

Available upon request.