**BUSINESS DEVELOPMENT RESUME**

Mary Wender

Business Development

**Personal Info**

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**Summary**

Results-driven business development director with 6+ years of experience growing business massively for tech firms. Seeking to double sales at Arias Tech Solutions in 1 year. Grew sales 50% in 15 months at Screen Room 3D through 2 new product lines.

**Experience**

**Director of Business Development**

Screen Room 3D, Inc.

2016–2019

* Led development of 2 new programs in $4M 3D printer enterprise.
* Grew sales by 50% in 15 months by adding two new business lines, including a CAD scanner and metals printer.
* Worked with cross-functional teams of engineers, technicians, and sales personnel to identify 10 new potential product lines.
* Held informational interviews with 50+ key customers and conducted surveys to assess current market and customer needs.
* Outsourced conceptual engineers to liaise with internal stakeholders to develop new products that filled unmet client needs.

**Key Achievement:**

* Created 2 new programs that increased revenues by $2.2M annually, saved 20+ jobs, and created 10 new jobs.

**Business Development Manager**

Duskenkin Electronics

2013–2016

* Led teams of 25+ sales and marketing employees.
* Landed 20 global accounts in 8 months through new account strategy.
* Cut costs by $1.1M yearly through redesigned marketing spending.

**Sales Manager**

IntelliRounds Global, LLC

2011–2013

* Collaborated with corporate leadership, engineering, and marketing teams to develop new offerings that raised sales $500K in 1 year.
* Increased customer retention by 30% through facilitating the addition of new product lines unexplored by competitors.

**Education**

MBA

University of Southern California

2009–2011

* Daniel M. Potter Scholar for business strategy & leadership.
* President, Entrepreneur & Venture Management Association.

BS in Product Design

University of California, Berkeley, 2005–2009

**Additional Activities**

* Head of Volunteering, NBDA.
* Board of Directors, MAR Student Observatory.
* Mentor group of 25 sales professionals in business growth.

**Hard Skills:**omnichannel processes, D2C ecommerce, financial planning, product development

**Soft Skills:**interpersonal skills, leadership, communication, analytical skills