**BUSINESS DEVELOPMENT MANAGER RESUME**

Arzetta Logane

Houston, TX

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**Business Development Manager**

Results-driven professional with solid background creating and executing integrated marketing and sales programs. Exceptional communicator with consultative sales style, strong negotiation skills, exceptional problem-solving abilities, and keen client needs assessment aptitude. Demonstrated ability to build and lead teams, facilitating learning and development.

* Account Management | Business Development | Project Management | Team Building | Consultative & Solution Selling
* Creative & Innovative | Learning Management | Sales Operations | Event Management | Customer Relationships
* Empowering Leadership Style | Persuasive Communicator | Effective Negotiations

**Professional Experience**

**Business Development Manager**

Company One

Houston, TX

20XX to Present

Identifies business growth opportunities and develops strategies to increase company sales. Generates new contracts and sales leads to drive sales growth. Initiates project management for new client implementation and directs new sales initiatives. Manage large client relationships.

* Increased sales production 75% year-over-year by facilitating product sales in multiple markets.
* Researched organizations and individuals to secure new opportunities.
* Contacted potential clients to establish rapport and arrange meetings.
* Increased the value of current clients while attracting new ones.
* Located and developed new markets to improve sales and increase revenue.
* Develop quotes and proposals for clients.

**Business Development Manager**

Company Two

Pasadena, TX

20XX to 20XX

Developed marketing materials focused on evaluating and growing target markets and regions.

* Developed goals for the team, trained and mentored personnel.
* Maintained current client relationships and identified areas for potential clients.
* Contacted potential clients to establish business relationships and initial meetings.
* Researched the latest trends in the business industry and created new opportunities to expand the business.
* Analyzed customer feedback data to determine degree of customer satisfaction with company products and services.

**Business Development Manager**

Company Three

Baton Rouge, LA

20XX to 20XX

Grew and enhanced organizational presence on the market and built relationships with customers, vendors, and distributors.

* Identified and developed new business opportunities by researching new markets and emerging market trends.
* Employed knowledge of organizational products and services to identify opportunities to increase revenue.
* Developed and sustained solid relationships with company stakeholders.
* Built and maintained relationships with internal departments, vendors, distributors, and customers.

**Business Development Manager**

Company Four

Baker, LA

20XX to 20XX

Conducted market research, developed business strategies, built client relationships, and identified new business opportunities.

* Cultivated strong relationships with new clients while maintaining existing client relationships.
* Formulated and implemented plans to ensure that business relations were properly maintained and nurtured.
* Analyzed and expanded business operations toward sustained growth.
* Negotiated and closed business deals that would promote sustained revenue.

**Education**

B.A. in Business Administration

College One

Baton Rouge, LA