**BUSINESS DEVELOPMENT MARKETING MANAGER RESUME**

**Contact Info**

SAMANTHA MORALES

Libertyville, IL

(480) 555-9469

smorales@example.com

**Employment History**

**Business Development and Marketing Manager**

Motorola Solutions Libertyville, IL

2012 - Present

* Required extensive customer interface to capture requirements and facilitate future product development and portfolio plans.
* Evaluated internal technologies and approved business plans for commercialization as a member of the Motorola Patent Committee.
* Build complex product development schedules to monitor, track and report project developments.
* Developed and implementing a regional sales plan for selling into the Healthcare vertical.
* Created MQLs via the design and implementation of SDDC, EUC, and Hybrid Cloud demand generation and nurture programs.

**Business Development Consultant**

H&R Block Kansas City, MO

2011 - 2012

* Excelled at expanding current base of business as well as obtaining new accounts.
* Sell services to healthcare organizations, from small doctors practices to large area hospitals.

**Sales Consultant**

Sprint Kansas City, MO

2005 - 2011

* Accomplished impressive sales records for both sales rep and technician goals.
* Assessed customers needs for specific mobile communication packages.
* Watch for and recognize security risks and threats and know Create new displays on end caps and fill shelves with merchandise.
* Provide customer experience while meeting sales goals and targets.
* Recognized regionally with customer service award by upper management.

**Design And Sales Consultant**

U.S. Cellular Iowa City, IA

2002 - 2005

* Retail sales environment Assisting customers with purchasing products and services.
* Assisted customers with billing, services and product information while using MISOS system.
* Worked in a fast-paced retail sales environment.

**Education**

Bachelor's Degree Marketing

1993 - 1996

University of Iowa

Iowa City, IA

**Skills**

* Sales Floor
* Communication
* Product Knowledge
* Revenue Growth UAT
* Sales Process SEO
* Consultants
* Marketing Collateral
* Company Website