**BUSINESS DEVELOPMENT MANAGER RESUME**

**Contact Information**

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**Employment History**

**Business Development Manager**

2011 - Present

Motorola Solutions Fort Worth, TX

* Led product development and marketing for the cell phone application portfolio.
* Act as a key point of contact between product development teams and sales for Motorola's 2020 business vision.
* Led sales and business development strategies which increased sales revenues from $2M to $17M in 2 years.
* Developed financial models and detailed operation analysis to support acquisition/divestiture strategy.
* Forged new strategic partnership initiatives to drive ongoing business development objectives and sustainable future growth.

**Senior Account Executive**

2010 - 2011

AT&T Birmingham, AL

* Provide personal and business solutions to suit client needs.
* Developed and executed an annual business plan to meet revenue, operational budget, profitability and staff development objectives.

**Inside Sales Representative**

2008 - 2010

Waste Management Birmingham, AL

* Work hand in hand with operations team and sales support staff to deliver unmatched customer service within Southeast territory.
* Lead contact for new customers to ensure that all relevant paperwork is processed and received for new accounts.
* Increased contract secure rate of existing customer base from 64.5% to 74.8%.

**Outside Sales**

2007 - 2008

AT&T Birmingham, AL

* Analyzed call volume and average call time to monitor Customer Service Representative performance and productivity.
* Provide daily direction and guidance as the Team Lead for eight sales support representatives.
* Prospected and sold to C-level.
* Provide excellent customer service to accounts, as well as represent client needs and goals within the organization to ensure quality.

**Education**

Bachelor's Degree Business

1997 – 2000

**Skills**

* Sales Floor
* Track Record
* Revenue Growth
* New Customers
* AE
* Communication
* Ensure Accuracy
* General Contractors
* Financial Statements
* REP