**BUSINESS DEVELOPMENT MANAGER RESUME**

**Contact Info**

Karen Young

San Bernardino, CA

(430) 555-8643

kyoung@example.com

**Employment History**

**Business Development Manager**

2017 - Present

Pitney Bowes

San Bernardino, CA

* Increased territory organic revenue growth by 5-25% through cross-selling products within existing accounts.
* Acquired 42 new customers in past twelve months.
* Led new web product development using Agile.
* Closed over 50 new accounts in just over 6 months.

**Sales Manager**

2015 - 2017

Pitney Bowes

San Bernardino, CA

* Used consultative selling to validate ROI to executive Buyers to close business.
* Developed, grew, and managed strategic accounts in Midwest region.
* Cultivated and maintained relations across all hierarchies, including C-level, consulting on and solving mailstream problems.
* Improved customer service levels by 12%.
* Promoted to senior executive team to drive new business development, monitor and improve sales forecasting, and accelerate revenue growth.
* Key Achievements: Increased sales 30% per year through new customers and customer retention.

**Account Executive**

2012 - 2015

Pitney Bowes

San Bernardino, CA

* Obtained new customers by cold calling and telephone prospecting.
* Upgraded systems of existing customers by conducting thorough needs analysis and with extensive product knowledge.
* Trained Solutions Consultants to use new strategic business initiatives, doubling the number of new proposals.

**Public Relations Internship**

2011 - 2012

Quanta Services

San Bernardino, CA

* Conducted Google Hangout sessions with 3M executives and produced 17 videos for 3M's YouTube page.
* Conducted research on journalists, media outlets, clients, and news stories.
* Update and oversee event promotions on social media sites such as Facebook

**Skills**

* Twitter
* Annual Reports
* Special Events
* Cloud
* Sales Process
* Project Management
* Delphi
* Promotional Materials
* Business Operations
* CRM