**BUSINESS DEVELOPMENT MANAGER RESUME**

**Contact Information**

Raymond Cruz

Irving, TX

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**Employment History**

**Business Development Manager** 2020 - Present

IndyMac Bank Irving, TX

* Developed and grew sales from key accounts assigned.
* Developed long-lasting relationships with business accounts; acquired new customers and expanded services to existing clients.
* Facilitated the development of training and sales tools for the inside sales teams for channel partners.
* Implemented sales and marketing of new group healthcare products.

**Project Manager** 2019 - 2020

Infosys Public Services Plano, TX

* Invited to join IT team in the Member department to provide team leadership and Project Management.
* Delivered reusable service components on the Customer Relationship Management system to provide 360-degree view of the customer
* Experienced in executing different processes and best practices in Project Management.
* Generated and invoice monthly projects for IBM's Project Management Office.
* Collaborated with IT resources to develop logical and physical architecture topographies Manage project closures and identify area for improvement

**Buyer** 2012 - 2019

Walmart Houston, TX

* Assisted product development and influenced product vision.
* Model compliance with company policies and procedures and support company mission, values, and standards of ethics and integrity.
* Maintained close relationships with vendors and communication with corporate store buyers.
* Managed supplier matrix to ensure alignment between product development, buying, and global sourcing strategies.
* Enter & process requisitions, purchase orders, and Manufacturers rebates.

**Assistant Buyer** 2011 - 2012

Whole Foods Market Boston, MA

* Lead one on one team member training in product knowledge and standard operating procedures.
* Run day to day operations with dairy buyer II. Place orders with different vendors III.Working Inventory IV. Ran Irma POs and Warehouse ordering
* Partner with accounting team to ensure accuracy of purchase orders and invoices Participate in monthly inventory process
* Communicated with multiple departments including, Product Development, Space Planning, Marketing.

**Education**

Bachelor's Degree Business

2008 - 2011

Northeastern University

Boston, MA

**Skills**

* RFQ
* Windows
* Real Estate
* Project Budget
* Online
* PMI
* Supplier Performance
* Financial Goals
* ECO
* New