**BUSINESS DEVELOPMENT MANAGER RESUME**

Eric Lewis

Silver Spring, MD

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**Employment History**

**Business Development Manager**

2017 - Present

Federal Home Loan Mortgage Silver Spring, MD

* Researched new products/trading strategies to improve portfolio returns.
* Managed Platform branch performance including Risk, Customer Experience, and Revenue Growth.

**Project Manager**

2012 - 2017

Federal Home Loan Mortgage Silver Spring, MD

* Interfaced directly with end-users, developers, and key stakeholders on many tasks.
* Managed vendor risk management projects within a division or department.

**Business Analyst**

2011 - 2012

Federal Home Loan Mortgage Silver Spring, MD

* Analyzed mortgage credit data to support the development of effective credit-risk management policies and procedures.
* Designed and developed reports using PERL, Stored Procedures with DBI/DBD connection to Sybase.
* Captured Requirements for Proof of Concept (POC) Carrying out detailed and comprehensive Business Analysis with the Waterfall Methodology.
* Created and updated the standard SDLC DOORS templates for Business, Functional and Technical requirements.
* Develop and integrate SAS applications/database in conjunction with internal IT and external vendors Define and document functional and technical specifications.

**Marketing Analyst**

2010 - 2011

Verizon Silver Spring, MD

* Project management of 360 integrated marketing strategy for Mid Atlantic territories.
* Produced monthly organizational charts using OrgPlus and PowerPoint for 2 VP organizations.
* Created an Excel Macro that reduced by 50% the time to create financial statements for the documentation report.

**Education**

**Bachelor's Degree Business**

2007 - 2010

Western Washington University Bellingham, WA

**Skills**

* Hvac
* Business Development
* UAT
* Customer Service
* Data Collection
* Power point
* SEO
* As-Is
* Cloud
* Project Management