**BUSINESS DEVELOPMENT MANAGER RESUME**

Alice Scott

Atlanta, GA

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**Experience**

**Business Development Manager**

McKesson Atlanta, GA

2013 - Present

* Track record of meeting assigned sales goals and corporate programs achieving consistent growth year-over-year.
* Commercialized prescription dispensing data for healthcare operations and other HIPAA approved uses.
* Update all sales activities in Sales Force software.
* Established successful relationships with both C-Level and Director level executives.
* Increased the transparency of the sales process and progress for management, sales and production staff.

**Consultant**

SAP America Atlanta, GA

2011 - 2013

* Retail and Multi-Channel Solution Development and Implementation Managed product delivery of Retail industry solutions (Business Intelligence, CRM).
* Developed Payroll reporting project in collaboration with team lead for Thomson Reuters, which involved encryption and decryption of data.
* Migrated customer master data from legacy to R/3 system.
* Installed and replaced HBAs for Windows 2000 and UNIX systems.

**Sales Consultant**

TruGreen Birmingham, AL

2006 - 2011

* Locate and contact potential customers and educate them on lawncare needs and match the correct product that will guarantee specific results.
* Account Marketing Representative and Supervised a sales team who doubled customer accounts and awarded highest revenue increase.
* Provided inside sales support for an advertising specialties company.
* Set and attained weekly sales goals.
* Marketed the cardiovascular portfolio of products to the physicians of Southwest Louisiana.

**Sales And Leasing Consultant**

AT&T Birmingham, AL

1996 - 2006

* Performed sales demonstrations and explaining features and benefits of devices.
* Use expert level product knowledge to help train customers on optimal product use.
* Mastered complex proprietary wireless telecom CRM and OSS systems.
* Develop and maintain sales materials and current product knowledge Establish and maintain current client and potential client relationships.
* Worked from mobile and stationed POS systems.
* Exceeded sales goals objectives by 125% in the 2013 Closing Report.

**Skills**

* Property Management
* New Customers
* Customer Service
* Car Sales
* Product Development
* Cloud
* Right Vehicle
* Sales Process
* POS
* Market Research