**BUSINESS DEVELOPMENT MANAGER RESUME**

Timothy Nichols

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**Experience**

**Business Development Manager**

Alorica Orlando, FL

2013 - Present

* Expanded partner base of IBM-oriented ISVs and integrators via multi-touch marketing campaigns.
* Honored with numerous awards for consistently exceeding sales goals and quotas by significant margins.
* Provide world class customer service while growing large book of business worth over $100 MM in annual spend.
* Collaborated with cross-functional Sales, Product Development and Contracts groups to manage software renewals.

**Senior Sales Representative**

Aramark Orlando, FL

2011 - 2013

* Work as a sales executive focusing on new accounts.
* Collaborated with sales manager, trained, mentored, and developed new sales consultants, and improved team competency/productivity.
* Redeployed the sales organization against key market segments.
* Directed new business sales in North America (US & Canada).

**Sales Consultant**

**Walmart Orlando, FL**

**2010 - 2011**

* Inspected jewelry from incoming shipments to make sure they were correct.
* Provide excellent customer service to all customers Maintain records for all new contracts made Maintain records of all cellular devices
* Reach out and communicate with potential customers via email and telephone on a regular basis.

**Territory Sales Representative**

Red Ventures Miami, FL

2002 - 2010

* Assist with on-the-floor training of new employees to support product knowledge development in order to optimize overall sales.
* Exceed sales goals and met quality assurance requirements on a daily basis.
* Increase by 24% year-to-year revenue growth and 18% increase in profitability.
* Established sales process to allowing true revenue reporting of service contracts.

**Education**

1994 - 1997

Bachelor's Degree in Business

Miami Dade College

Miami, FL

**Skills**

* Customer Service
* Sales Process
* Communication
* Product Samples
* PowerPoint
* Twitter
* Patience
* Product Demonstrations
* Market Research Revenue Growth