**BUSINESS DEVELOPMENT MANAGER RESUME**

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**Experience**

**Business Development Manager**

2019 - Present

Motorola Solutions · Chicago, IL

* Lead wireless broadband business development activities in Latin America Region with strong focus on WiMAX solutions.
* Led healthcare and institutional marketplace as regional industry vertical contributor and earned 2nd highest revenue producer award.
* Provide vertically segmented Business Development.
* Facilitated training sessions to all personnel on CRM sales quote system, and executed process enhancements to boost functionality.

**Manager**

2009 - 2019

Little Caesar Enterprises · Chicago, IL

* Enforced, through subordinate staff, agency policies, procedures and safety rules and regulations.
* Train and motivate associates to improve selling and customer service performance.
* Operated baking equipment and follow recipes and prepare food according to instructions also provided customer service.
* Trained over 35 employees which included servers, host, cooks and bartenders on a daily bases regarding food preparation.

**Foreman**

2004 - 2009

Osmose Utilities Services · Chicago, IL

* Performed ground line digging, pre-inspection, and utilized standard applications to help preserve and extend the life of utility poles.
* Work with new crew members to build them to work with other existing crews!
* Perform job briefing before work begins with crew members.

**General Contractor**

1999 - 2004

Turner Construction · Chicago, IL

* Worked with Subcontractors to meet monthly payroll submittals.
* Planned and facilitated construction of many corporate renovation projects in high-rise buildings occupied in downtown Chicago.
* Reviewed the project estimate and cost control system at the beginning of the project.