**BUSINESS DEVELOPMENT MANAGER RESUME**

**[Name]**

**[Title]**

**[City, State or Country if international]]**

**[Phone | Email]**

**[LinkedIn URL]**

**Business development manager professional**

Award-winning Business Development Manager reflecting expertise in providing successful customer-specific solutions catering to a wide array of industries on a global scale, including: OEM’s for the Medical, Government, Semiconductor, Biotechnology, and Alternative Energy.  Drive new business through providing excellent customer service and establishes strategic partnerships with stakeholders and executives to increase channel revenue.  Outstanding success in building and maintaining relationships with key decision-makers, establishing large volume accounts and ensuring client retention and loyalty. Able to succinctly articulate complex principles and to demonstrate product function to both business and technical users.  Well organized with a track record that demonstrates self-motivation, perseverance and the creativity to achieve both personal and corporate goals. Extensive face-to-face interaction with a focus on client relationships, as well as management of partnering account teams to identify opportunities, then architect, position, and close new projects to provide all customers with exceptional results.

**Core competencies**

* Market Planning
* Solution Selling
* Customer Service
* Account Management
* Business Development
* Territory Growth
* Project Management
* Negotiations
* Brand Promotion

**Professional experience**

**Business Development Manager**

ZipJob, New York NY | Year to Year

**Responsibilities**

* Focused on results and increased revenues by over $xxx while leading the product development
* Spearheaded efforts to develop new products and continuously deliver profit driven revenue models.
* Worked with cross collaborative teams to analyze complex projects and develop product requirements to successfully lead business development efforts.
* Streamlined technical service and logistics aspects of new product lines which saved over $xxM annually.
* Increased annual revenues by 50% annually and took a declining market to high levels of sales within one year
* Initiated cost benefit analysis for existing product lines as well as newly introduced products to ensure top ROI.
* Developed marketing and sales communication strategies – new marketing campaigns resulted in an increase of brand recognition by over 40%.

**Sales Manager**

ZipJob, New York NY | Year to Year

**Responsibilities**

* Successfully managed xx major accounts through an acquisition / merger adding $XX in monthly revenue.
* Consistently achieved monthly sales quota by XX%
* Developed Managed a team of 25 dedicated sales agents – grew territory revenues by over 20% in two years and crated a team focused on collaboration, teamwork and results
* Developed a new line of management/sales to capitalize on market penetration – created three different categories: Executive, Field and Direct phone groups to ensure maximum level of client support
* Expanded the Field agent team responsible for meeting our groups upon their arrival
* Created new strategic alliances in new markets resulting in greater market penetration
* Developed lasting relationships with contacts at which prove to be an excellent referral source

**Education**

Complete School Name, City, St/Country: List Graduation Years If Within the Last Ten Years Complete Degree Name (Candidate) – Major (GPA: List if over 3.3)

* Relevant Coursework: List coursework taken (even include those you are planning on taking)
* Awards/Honors: List any awards, honors or big achievements
* Clubs/Activities: List clubs and activities in which you participated
* Relevant Projects: List 2-3 projects you have worked on