**BUSINESS DEVELOPMENT MANAGER RESUME**

Shayna Booker

City, State, Zip Code

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**Summary**

Focused Business Development Manager with exceptional planning and implementation capabilities. Highly trained in computer science with in-depth understanding of users, requirements gathering, and market trends. Adept at cultivating, managing, and leveraging client relationships.

**Highlights**

* Stakeholder management
* Prospecting
* Market research
* Forecasting and planning
* User acceptance testing
* Promotion’s development
* Key relationship building
* Exceptional presentation skills
* Advanced problem-solving abilities
* Persuasive negotiator

**Experience**

**Business Development Manager**

8/1/2010 – Current

Company Name

City, State

* Develop client proposals and present at stakeholder meetings.
* Forecast future trends and orient strategies to capture maximum benefits.
* Coordinate with sales executives to better align company goals and tactics.
* Motivate team members and junior staff to exceptional performance.\
* Improve the bottom line by ensuring opportunities are addressed and deals are

closed.

**Business Development Manager**

9/1/2008 – 7/1/2010

Company Name

City, State

* Gathered customer needs and worked with product development teams to implement changes based on feedback.
* Proposed marketing strategy ideas to optimize targeting of customers.
* Generated leads and prospect customers.
* Prepared bids costing and pricing for proposals.

**Business Development Manager**

1/1/2006 – 8/1/2008

Company Name

City, State

* Identified “bottlenecks” and implemented new and improved processes and policies.
* Documented process flows and developed requirements for functional improvements and enhancements to maximize user engagement.
* Elicited stakeholder feedback and input through interviews and surveys.
* Evangelized customer products to investors, users, and media contacts

**Education**

**Bachelor of Science – Computer Science**

**2005**

University Name

City, State

Minor in Sales and Sales Management