**BUSINESS DEVELOPMENT MANAGER RESUME**

Noah McDonald

Chicago, IL

(620) 555-7477

nmcdonald@example.com

**Experience**

**Business Development Manager**

2018 - Present

Aramark Chicago, IL

* Pioneered innovative marketing campaign for Starbucks/Greystar which customized ordering procedures and drove revenue growth to exceed regional projections by 78%.
* Facilitate the recruitment of Medical Directors, Physician Consultants, and Business Development Team.
* Reported to the Vice President of Product Development.
* Worked closely with Vendors to maintain Business Plans and Certification compliance.

**Consultant**

2012 - 2018

Robert Half International Chicago, IL

* Worked with company leadership to implement a new ERP system; documented system requirements and evaluated potential vendors.
* Reviewed and overhauled claims submitting procedures and enhanced physician coding patterns for services rendered to improve reimbursements.
* Coordinated UNIX and Windows environment upgrade and provided technical support.

**Sales Consultant**

2010 - 2012

Sears Holdings Hoffman Estates, IL

* Gathered new customers by ensuring customer service to develop new credit accounts.
* Write up customer service orders for installation/ replacement of goods and services sold.
* Worked directly with customers assisting in sales, resolving problems and ensuring maintenance of productive customer relations.
* Demonstrated consistent exceeding of personal sales goals Helped organize the team by leading the sales floor.

**Sales And Leasing Consultant**

2004 - 2010

Sears Holdings

Chicago, IL

* Write up customer service orders for installation/ replacement of goods and services sold.
* Worked with small team of 3-4 consultants selling / repairing / insuring cell phones and plans.