**BUSINESS DEVELOPMENT MANAGER RESUME**

Terry Patterson

Buford, GA

(980) 555-7957

tpatterson@example.com

**Experience**

**Business Development Manager**

OFFICE DEPOT

BUFORD, GA

2019 - PRESENT

* Developed C-level relationships to drive enterprise print channel solutions.
* Consulted various business units within an organization to identify business needs and provided effective solutions.
* Increased sales effectiveness of peer by partnering with her in winning new accounts.
* Launched North America Business Operations and Global Business Operations within cellular enterprise to provide differentiated Value-added Services for global customers.

**Project Manager**

WELLS FARGO

BIRMINGHAM, AL

2016 - 2019

* Managed 20 Marketing, Finance, and Project Management professionals in the Distribution Strategies Group which supported the entire WF enterprise.
* Coordinated training and communication efforts to provide field partners with the information and tools needed to comply with risk management requirements.
* Provide project management services during development of customer-centric web applications with IT staff, contract developers and web vendors.

**Foreman**

DAVEY TREE EXPERT COMPANY

MIDLAND, MI

2007 - 2016

* Manage crew of 1 to2 people \* Utility Line Clearance \* Drive bucket truck
* Maintained all daily records in accordance with Co. policy and OSHA standards.
* Assisted in the replacement of filters in the HVAC equipment.

**General Contractor**

GREGORY CONST CO

MIDLAND, MI

2004 - 2007

* Write, train and implement safety training programs and monitor safety compliance.
* Implement and maintain QuickBooks Accounting System.
* Investigate damage, accidents, or delays at construction sites, to ensure that proper procedures are being carried out.

**Skills**

* CNC
* Heavy Machinery
* Customer Base
* Contract Negotiations
* Project Management
* Real Estate
* ISO
* Communication