**BUSINESS DEVELOPMENT RESUME**

Address Line 1,

Address Line 2,

City, State Zip,

(212) 256-1414

jane.smith@gmail.com

**Summary**

Business Development Manager with 8+ years of hands-on experience in business development, key accounts management, and strategic relationship development. Proven history of driving significant revenue growth and profitability within highly competitive markets.

**Professional Experience**

**Business Development,**

NORTHROP GRUMMAN, Los Angeles, CA

October 2014–Present

* Spearhead marketing and business development activities to achieve breakthrough performance and acquire new business.
* Develop and execute effective business development strategies to generate leads, close multimillion-dollar deals, and win new business
* Coach and lead 5+ technical and business teams on developing complex and comprehensive proposals for global clients
* Grow revenue over $1M per year and achieve sales growth of 10% through new business acquisition and implementing growth strategies
* Oversee the maintenance of corporate properties by negotiating with contractors which saved $100,000 in maintenance work

**Business Development Manager,**

MEGGIT CONTROL SYSTEMS, Los Angeles, CA

September 2012–October 2014

* Directed sales and business development functions, including new product introduction, key account management, customer relationship development, and contract negotiations
* Established and managed strategic relationships and alliances with 3rd party companies dealing with the purchase and sale of electronics equipment
* Collaborated with multiple vendors/partners and value-added resellers to deliver the best fair market value to global clients
* Successfully achieved 100% of margin quota and 113% of revenue quota in FY 2014
* Won two $5M contracts with key accounts and closed over $10M in high-risk business
* Secured over $3M of sales, averaging 30% gross profit in FY 2013

**Education**

RIVER BROOK UNIVERSITY, Chicago, IL

Master of Science in Business Administration, August 2012

**Honors:** cum laude (GPA: 3.6/4.0)

**Additional Skills**

* Proficient in using MS Office (Word, Excel, and PowerPoint), Outlook, MS Access
* Bilingual in Spanish and English