

JOHN Q. PUBLIC

123 ABC Road • Scottsdale, Arizona 85258 • (555) 555-5555 Office • (555) 555-5555 Home

SENIOR BUSINESS DEVELOPMENT EXECUTIVE

"Specialist in high volume portfolio account development with a reputation for extraordinary retention levels"

Multifaceted, highly motivated and driven **Senior Business Development Professional** seeks position with an organization that can benefit from extensive past experience in senior sales management and business/channel development of several high growth companies. Offering more than 16 years of high level Sales and Marketing expertise, complimented by solid business acumen and a proven ability to significantly enhance the bottom line.

AREAS OF EXPERTISE

- | | | |
|-------------------------|----------------------|-------------------------|
| § Sales Management | § Channel Management | § Business Development |
| § Personnel Management | § Strategic Planning | § Operations Management |
| § Contract Negotiations | § Project Management | § Team Leadership |

CAREER MILESTONES

- § **Signed 17 new dealers resulting in \$2.2 million dollars of un-forecasted revenue** at ABC Company in a single year
- § Successful Resource Guide Manual design and development
- § **Through professional diligence, recruited and contracted 6 of the largest Motorola dealers** in the US.
- § Liaison with over 50 Distributor principals
- § **Increased sales by 20% in 6 months** as Director of Sales at ABC Company
- § **Exceeded all sales expectations** at ABC Company by **producing contracts in excess of \$2.6 million** in the first 8 months of operations.
- § **Designed and Implemented all Marketing Campaigns and Collateral Material.**
- § **Increased sales performance of the Southeastern territory by 150% in two years.**
- § **Increased sales territory by 20%, p.a. for 5 years** at ABC Company.
- § Recognized as Top Regional Sales Manager four out of seven years at ABC Company.
- § At ABC Company was the **Youngest Regional Sales manager** in the history of company founded in 1936
- § **Managed top producing region** in the country 1997 – 1998
- § **Increased head count by 30%**, that resulted in **rapid growth and turnover** at ABC Company
- § **Circle of Excellence** winner every year in 1990,1991,1992,1993,1994, and 1995.
- § Recipient of the '**Leading Edge**' award 1997 – 1998

EMPLOYMENT HISTORY

NATIONAL BUSINESS DEVELOPMENT MANAGER

May 2001 – Present

WESTERN DIRECTOR OF SALES

June 2000 – May 2001

ABC Company (Formerly 123 Company)

Call Recording Solutions to the Call Center and Public Safety Markets

- § Spearheads the development of business, the identification of leads, and manages vendor and contract negotiations.
- § Oversees the recruitment, orientation and management of personnel.
- § Identifies new distribution opportunities with dealers in authorized territories and markets.
- § Liaison with Channel Development and the other areas of the company, to develop and design a Distributor Handbook that overviews the programs, processes and policies of the company.

VICE PRESIDENT – SALES and MARKETING

Apr 1999 – June 2000

ABC Company, Phoenix, AZ

- § Designed and implemented strong sales and marketing strategies for telephony services such as DS1, and DS3's, OC3's and PBX / Data Communication Equipment.
- § Generated numerous high profile sales leads that led to long-term client relationships.
- § Recruited and trained 6 sales representatives.
- § Negotiated high profile, critical contracts that significantly increased revenues and sustained long term growth.

REGIONAL MANAGER

Oct 1996 – Mar 1999

Computer Telephony Division

ABC Company, Milford, CT

- § Managed and oversaw sales office located in 10 states throughout Southeastern U.S.
- § Conducted sales, operations and vendor negotiations with tenacity and diligence.

VICE PRESIDENT OF SALES

Oct 1995 – Aug 1996

ABC Company, Lenexa, KS

Executone Independent Sales office

- § Successfully oversaw all aspects of sales and marketing assisting, motivating and mentoring the sales force in active marketing efforts.
- § Facilitated the achievement of all sales quotas through the effective leadership of employees.

REGIONAL SALES MANAGER

Jan 1990 – Oct 1995

ABC Company, Scottsdale, AZ

- § Assisted distributor principals and sales management with recruitment and training. Managed and supported the Indirect Distribution Channel

EDUCATION / CERTIFICATIONS

B.SC. MARKETING AND MANAGEMENT

1979-1983

Concordia University

- § Certified on Predictive Index Management
- § Certified Instructor of Keystone's Sales Process
- § Network Solutions Certification
- § Microwave Communications Certifications
- § Technical Certification on all Executone products
- § DS1, DS3 and frame-relay technology

PROFESSIONAL PROFICIENCIES

- § Spearhead all aspects of managerial support, including communication, troubleshooting, overseeing daily operations, training, documentation, and conducting personnel management.
- § Negotiates vendor and client contracts with tact and skill necessary to execute mutually beneficial business deals.
- § Identify, establish, and manage strategic relationships to leverage significant long term business opportunities
- § Solid understanding of corporate objectives and bottom line revenue generation
- § Natural talent for building and leading a strong team and providing superior client services
- § Build solid reputation for effective leadership by implementing process innovative techniques, overseeing business goals, protocols and functions.
- § Serve as liaison between IT and business management to define and reorganize objectives.

TECHNICAL SKILLS

- § MS Windows NT
- § MS Office Suite