

## Business Development Lead

# ROBERT SMITH

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## Objective

With over ten years of law firm experience, Looking to bring my business development experience to an organization that believes the best results are driven by sound strategic vision and creative collaboration.

## Skills

Computer: Word, Excel, some Photoshop. Market research, team leader, great communicator.

## Work Experience

### Business Development Lead

**ABC Corporation** - December 2009 - September 2012

- Evaluated account financial plans continuously to ensure all goals are met.
- Managed and executed modular plans, product development and transitions, promotional calendars, and launching of new items.
- Conducted a successful modular test in Wal-Marts Wild Bird Food Department.
- Established customer budget/forecast and monitored point of sales through Retail Link.
- Coordinated with the buying and supply chain on execution.
- Made sure all scorecard metrics meet internal and Buyer expectations.
- Responsible for creating and delivering all presentations for business reviews.

### Business Development Lead

**Delta Corporation** - 2006 - 2009

- Communicated with clients and maintain positive relationships.
- Scheduled meetings to go over progress. Utilize Prospecting tools to generate leads.
- Prospect to secure new, competitive and non-buying accounts.
- Proactively arrange time and territory to achieve optimum face-to-face selling opportunities.
- Collaboratively sell and overcome client objections.
- Propose appropriate brands, packages & equipment to satisfy customer and consumer needs.
- `$_{job_description27}`

## Education

B.S. in Business Administration - January 1989(John Brown University - Siloam Springs, AR)