

# ROBERT SMITH

## Business Development Lead

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

---

### SUMMARY

Sales Business Development Management professional, relationship builder, with broad business experience. Demonstrates strong presentation, communication and negotiation skills, with the ability to secure new and maintain existing business.

### CORE COMPETENCIES

Market Research, Direct Reports, Strategic Direction.

### PROFESSIONAL EXPERIENCE

#### Business Development Lead

**ABC Corporation - November 2014 – June 2015**

##### Key Deliverables:

- Managed and helped run the cold calling sales division along with a Telemarketing Manager.
- Continuously managed a team of up to thirty Appointment Setters.
- Interviewed and hired, trained, and coached throughout employment, developed scripts, and terminated employees when necessary.
- Conducted conference calls with the firms licensees to shed light on cold calling strategies and the success of the cold calling team.
- Worked directly for the firms VP of Sales/CRO.
- Delivered daily and weekly reports to the CRO detailing employee success and overall division metrics.
- Coordinated national sales efforts with merchants that possess large economies of scale, on behalf of the CRO.

#### Business Development Lead

**Delta Corporation - 2011 – 2014**

##### Key Deliverables:

- Resolved operational issues in capturing gaps and inefficiencies within current processes.
- Developed training and reference materials for the department.
- Responsible for the companys online sales strategies, financial business model, and industry positioning.
- Sold services as a business partner and affiliate to online retailers, media publishers, and premium content providers like Amazon, CBS, Koldcast.
- Developed and implemented sales, marketing and customer care strategy.
- Oversaw all aspects of proposal development, writing and production.
- Identified and visited prospective clients to bring new business.

# ROBERT SMITH

## Business Development Lead

Phone: (0123)-456-789 | Email: [info@qwikresume.com](mailto:info@qwikresume.com) | Website: [Qwikresume.com](https://qwikresume.com)

---

### EDUCATION

BACHELOR OF SCIENCE in SAN LUIS OBISPO - (CALIFORNIA POLYTECHNIC  
STATE UNIVERSITY)

