

# FIRSTNAME I. LASTNAME

[firstname.lastname.2018@gmail.com](mailto:firstname.lastname.2018@gmail.com)

Address - City - State - Zip Code

(212) 555-1212

## BUSINESS DEVELOPMENT MANAGER

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Business Development Manager • Director of Business Development • Sales Director • Sales VP  
Supply Chain • Third Party Planning • Growth Strategies • New Business Development  
Led Business Growth • Increased Productivity • Reduced Costs • Effective Recruiter  
Team Leadership Award 2018 • 3x Employee of the Year • Promoted Early • Public Speaker

## WORK EXPERIENCE

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**Company Name, Inc.**, New York, NY

**Jan 2015 - present**

**Business Development Manager**

*Solar Power and Solar Power Systems*

- Increased gross margin and revenue average on key accounts by xx%...
- Oversaw a xx% rise in recurring contract business by selling...
- Exceeded sales goals by xx% by co-ordinating the sales team across...
- Reduced the sales cycle by xx days after changes to structure of sales...
- Delivered a xx% expansion in market growth by systematically...
- Expanded reach into x new countries by implementing a sales strategy...
- Achieved #1 ranking in all KPIs across profit margin, account retention, sales...
- Sold, marketed and managed xxx new accounts in x months to...

**Prior Company, Inc.**, New York, NY

**Jan 2011 - Jan 2015**

**National Accounts Sales Manager**

*Power Solutions - Green Energy Innovations*

- Saved a \$xM contract by negotiating a ROW agreement with a...
- Gained support from key governmental decision makers for a \$xxM...
- Reduced annual operating costs by \$xxM by optimizing sales...
- Increased sales team success rates by xx% by end of Q3 in xxxx
- Exceeded monthly revenue targets of \$xxM by developing partner...
- Generated sales to \$xxM annually, averaging xx% annual growth...
- Optimized sales plan and beat profit expectations by xx%...
- Closed the largest business sale in three year period - \$xxx...

**Prior Company, Inc.,** New York, NY 2004 - 2011  
*Residential & Commercial Renewable Energy Systems*

**National Accounts Sales Manager** Jan 2010 - Jan 2011

- Improved sales by xx% across three districts for volume and...
- Sold subsidiary rights on x products as part of contract worth \$xx...
- Increased sales by xx% in four districts in x month initiative to...
- Contributed to successful \$xxM productivity goal by leading sales...

**District Sales Manager** Jan 2004 - Jan 2010

*Promoted From District to National Accounts*

- Produced top-line revenue growth of xx% in xxxx
- Achieved xxx% EBITDA growth in xxxx, while developing sales...
- Delivered xx projects in xxxx, ranking in position x out of...
- Managed over xM in in sales, exceeding original district goals for...

**Prior Company, Inc.,** New York, NY Jan 2001 - Jan 2004

**District Sales Manager**

*Team Leadership and Development*

- Grew sales from \$xM to \$xM in through strategic team building and...
- Contributed to team sales exceeding yearly quota by xx% in xxxx...

## EDUCATION

**Grad School University Name** 2001

**Master's in Precisely Specific Degree**

- Winner of award, distinction or honor
- Winner of award, distinction or honor

**Undergraduate College or University Name** 1999

**BS/BA in Precisely Specific Degree**

- Winner of award, distinction or honor

## OPTIONAL PERSONAL, AWARDS, TECHNOLOGIES, KEYWORDS

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Team Leadership Award 2018, 3x Employee of the Year (2018, 2016, 2014), Lead Management, Communication, Relationship Building, Negotiation, Strategy, Analysis, Data, Salesforce, Miller Heiman Group - Strategic Selling, Risk Management, Quota, ZenProspect, Tableau, Slack, Streak for Gmail, DiscoverOrg, Pipedrive, Unomy, Freshsales, TradeGecko, InfoFlo, KiteDesk, Pipeliner, BigContacts, Tilkee, Sidekick, SimilarWeb, Crystal Knows, Team Building, Team Leadership, Deadline Driven, Client Entertainment, Proposals

*Firstname I. Lastname*