

BUSINESS DEVELOPMENT RESUME

Address Line 1, Address Line 2, City, State Zip, * (212) 256-1414 * jane.smith@gmail.com

RESUME 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

NORTHROP GRUMMAN, Los Angeles, CA

Business Development, 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

MEGGIT CONTROL SYSTEMS, Los Angeles, CA

Business Development Manager, 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

Dear Job Seeker,

If you're struggling to write your resume, **don't worry**. You're in good company – everyone has difficulties making a resume. For a high quality resume that will land you employment, we recommend [consulting the certified experts at Resume Writer Direct](#).

Or, here's some other content that might help you finish your resume.

- [Free Resume Builder](#)
- [How to Write a Resume](#)
- [Resume Samples by Industry](#)

Oh, and by the way, **you're also going to need a cover letter**.

- [Cover Letter Builder](#)
- [How to Write a Cover Letter](#)
- [Cover Letter Examples by Industry](#)