

RESUME SAMPLE

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EXECUTIVE PROFILE

CAPTURE & GROWTH // OPPORTUNITY CREATION // INFLUENCE & NEGOTIATIONS

Senior-level sales and business development leader. MBA and Six Sigma Black Belt with a proven track record driving transformational change at all levels of an organization. Leverages a strong systems orientation and phenomenal relationship building and negotiation skills to **identify and capitalize on market opportunity**.

Leadership Strengths & Qualifications Include:

Strategic Growth Planning | Change Management | Long-Range Planning | Executive Presentations & Proposal Program & Project Management | Market Intelligence & Opportunity Assessment | Culture Shaping & Leadership Matrix & Cross-Functional Leadership | Mergers & Acquisition | Global Relationships | Operational Excellence

SELECTED CAREER MILESTONES

- **Closed an \$XM global partnership** with Company Name, propelling a 287% increase for the account.
- Carved out a vertical-specific business development plan, strategy, and roadmap poised to **capture multimillion-dollar growth through acquisition** for Company.
- Completed Black Belt certification in 2014, and **led cross-functional teams to realize +40% decrease** in inbound order processing time.

LEADERSHIP CAREER HISTORY

COMPANY NAME, City, State | YEAR – Present

Transformed the organization's perception and expectations of account management before promotion to Business Development role. Currently leading the charge to build out a best-in-class business development function in the Americas.

Business Development Manager, The Americas, City, State (YEAR – Present)

Reporting to the Vice President of Business Development, set the strategy and vision for an ambitious five-year goal of nearly 300% inorganic growth in the Americas. Tasked with building out organizational competency via indirect matrix leadership in a complex organization to support multiple acquisitions/integrations that will drive the growth strategy for the Americas business. Cradle-to-grave accountability for acquisition deliverables, from initial planning through contract negotiations and integration support.

- Spearheaded the largest single acquisition to date, slated for Q3 YYYY close. Integral in earning and expanding trust with ownership at the target company, and in driving progress forward as the primary negotiator and facilitator.
- Authored and secured executive sign-off on the company's first formal business development strategy, acquisition criteria, and business process for the Americas.
- Led consultants on comprehensive market intelligence efforts. Uncovered key areas of opportunity then crafted, pitched, and secured executive sanction for a vertical-specific business development strategy.
- Built consensus among US/global executives and gained buy-in from HQ leadership in support of the vertical strategy, fostering understanding and engagement with each individual investment.
- Engaged business leaders at Company and acquired firms around comprehensive culture building, operational transformation, and process integration.

COMPANY NAME, City, State | ...continued

OEM Channel Manager

Transformed the role from front-line account management to strategic partnership development and long-range planning. Owned and negotiated pricing in the channel, and cultivated influential relationships with distribution partners that effectively positioned Company to win business over key competitors. Directly managed 50% of the company's revenue via partnership with strategic resellers, i.e. Company, Company, Company, and Company.

- Initiated and negotiated the largest single deal in company history, a global partnership with Company that grew the account by 27%.
- Directed training and knowledge transfer with each distributor, effectively controlling user experience and market perception based on capabilities and capacity of individual partners.
- Radically altered the organization's perception of strategic accounts and elevated the Channel Manager function. Following promotion in 2012, the role was divided into two positions reporting into the Executive VP of Sales.

Territory Manager, Atlanta, GA (YEAR – YEAR)

Recruited from the vendor side by process owners, and tapped for regional account management role in a \$3.5M regional territory that included every hospital and imaging center from State to State.

- Penetrated Hospital in City, State through solutions-oriented prospecting and relationship building. The \$1.5M business remains a loyal Company account.
- Closed new business with Hospital of State, the largest sale of the year by volume, after 8 months.
- Outperformed 25 other representatives, placing top five nationwide Year 1. Recognized by senior leadership and quickly advanced into a strategic role.

COMPANY, City, State | Year - Year

Rapid and progressive trajectory from a technical role to client-facing manager. Directed the entire post-sale to customer lifecycle for leading nationwide provider of radiology system management software serving small/mid-tier community hospitals.

Technical Services Manager (Year – Year)

Reporting directly to the President, managed an eight-person technical services team with accountability across project management, implementation technical support, applications technical support, and pre-sales. Primary relationship manager for Company, a \$2M national account.

- Aligned technical project managers with customer-facing teams and streamlined request prioritization via a Crystal-driven process that aggregated requests, applied business rules, and distributed requests/deadlines to programmers.
- Led development of automated Crystal reports for daily/weekly/monthly priorities, and optimized the overall end-user experience via creation of drill-down performance reporting.

PREVIOUS POSITIONS AT COMPANY: **Technical Services Supervisor** (Year – Year) • **Project Manager** (Year – Year)

EDUCATION

UNIVERSITY, College of Business, City, State (2013)

Master of Business Administration (MBA), GPA 3.89

STATE COLLEGE, City, State (2004)

Bachelor of Science (BS), Management Information Systems, GPA 3.75, *magna cum laude*