

# First Last

Business Development Manager

[Email address](#)

[LinkedIn Profile](#)

City, ST

Phone Number

## SUMMARY STATEMENT

Dynamic **Business Development Manager** with a demonstrated history reaching targeted goals in the staffing and medical industries. **15+ years** combined **marketing and sales** experience. Strong **leadership skills** and profound commitment to **customer satisfaction**. Consistently recognized for **exceeding performance standards** by effectively servicing and nurturing relationships. Possess detailed presentation, communication, and **problem-solving skills**.

## CORE SKILLS

National Top Producer in Sales ■ Salesforce ■ PowerPoint ■ B2B Sales  
Marketing ■ Lead Generation ■ Referral Generation ■ Territory Management  
Account Management ■ Human Resource Management ■ Contract Negotiations  
Networking ■ Collaborating ■ Problem-Solving ■ Goal Setting  
Customer Relationship Management ■ Leadership

## PROFESSIONAL EXPERIENCE

### Human Resources Representative | Sales and Marketing Consultant

Heaven Sent Care – Ft. Thomas, KY

08/2018 – 04/2020

- ✓ Implemented **employee recognition program** reinforcing positive business results.
- ✓ Collaborated with web designer; launched the company's first official website.
- ✓ **Designed marketing budget and advertising campaigns**; facilitated trade shows for new home health care company.
- ✓ Assisted with **interviewing and onboarding** process during hiring of caregivers; implemented credit card processing, background check, and drug screen procedures due to business growth.
- ✓ Executed on-call program for dispatch and caregivers.
- ✓ Supported all payroll functions for **50 employees** and oversight of time recording.

### Medical Sales Representative

Powerstep – West Chester, OH

04/2017 – 06/2018

- ✓ Maintained consistent business with Podiatrists, Chiropractors, and Physical Therapists.
- ✓ **Exceeded territory quota 15%** over 2016; **added 98 new accounts**.
- ✓ Serviced customers throughout seven states, selling inserts, braces, & footwear.
- ✓ **Managed \$700K worth of business**, while expanding business from existing accounts.
- ✓ Generated revenue through **different sales avenues** – phone, online, and in person presentations; demonstrated products, attended trade shows, answered questions.

# First Last

Business Development Manager

page 2

## PROFESSIONAL EXPERIENCE CONTINUED

---

### Business Development Manager

*Crown Services – Florence, KY*

*01/2013 – 09/2016*

- ✓ Sold staffing solutions for general labor, warehouse, and clerical personnel.
- ✓ Exceeded quota three years in a row; became **National Top Producer** in 2014 and **National Top Three Producer** in 2015.
- ✓ Developed and **managed \$3M worth of business**.
- ✓ Utilized networking opportunities to create successful, **ongoing business relationships**.
- ✓ Reviewed client accounts - determined economic developments and monitored risk accounts.
- ✓ Maintained top accounts - strengthened customer loyalty.

## PREVIOUS WORK EXPERIENCE

---

### Inside Sales Representative

*U.S. Playing Card Company – Erlanger, KY*

- ✓ **Handled 50+ calls daily** for business expansion - cold calls and existing clients.
- ✓ Developed and **managed \$2M worth of business**; sold playing cards & games to gift shops and online retailers.
- ✓ Opened **25 new accounts** in three months resulting in **over \$5K in sales**.
- ✓ Added two new product lines resulting in **\$2K of incremental business** in one month.

### Inside Sales Representative

*Psion Teklogix – Hebron, KY*

- ✓ Met or **exceeded quota three years in a row**.
- ✓ **Facilitated relationships** with c-suite executives including CEOs, Directors of Information Technology, and other key decision makers.
- ✓ **Sustained 85% retention rate** yearly on service renewals.

## EDUCATIONAL BACKGROUND

---

### Bachelor of Arts

#### *Communication*

Northern Kentucky University, KY