

SAMPLE 4 AFFORDABLE RESUMES.NET

CLIENT NAME

Address City, ST ZIP | (123) 123-4567 | Email@email.com

CAREER SUMMARY

A top-performing business development manager experienced in generating new net sales opportunities and building relationships with strategic alliances and business partners. Sales manager leveraging channel relationships into collaborative selling scenarios. Experienced in restructuring, including strategy and discount levels. Well-versed in leading distribution and program development and implementation. Honed skills in driving sales efforts through proven methodologies.

Business Development • Account / Territory Management • Client Relations • Process Improvement
Recruiting • Training / Development • Performance • P&L • Restructuring • Start Ups / Turnarounds
Team Leadership / Motivation • Policies • Presentation • Sales

PROFESSIONAL EXPERIENCE

Business Development Manager, *Company Name, City, ST*

2007 – Present

Sales Manager & Product Expert, acting as key liaison between sales channel and clients. Implement innovative solutions and strategies to sharpen focus on team objectives through the sales cycle. Work closely with strategic partnerships and alliances with various brokerage houses and consulting firms responsible for bringing Humana's Commercial Medicare and Pharmacy solutions to market.

- Designed, developed and successfully executed "Go-to-Market" strategy on behalf of the organization's top-tier consulting partners, resulting in improved strategic alignment and increased sales channel productivity.
- Achieved 206% of 2010 sales quota which equates to \$18M in "Net New" revenue to Company.

Sales Manager, *Company Name, City, ST*

2001 – 2007

Sales Manager & Product Expert, acting as key liaison between sales channel and clients. Implement innovative solutions and strategies to sharpen focus on team objectives through the sales cycle. Work closely with strategic partnerships and alliances with various brokerage houses and consulting firms responsible for bringing Humana's Commercial Medicare and Pharmacy solutions to market.

- Designed, developed and successfully executed "Go-to-Market" strategy on behalf of the organization's top-tier consulting partners, resulting in improved strategic alignment and increased sales channel productivity.
- Achieved 206% of 2010 sales quota which equates to \$18M in "Net New" revenue to Company.

EDUCATION

B.A., Brooklyn College, Communications, Brooklyn, NY - 2011

M.B.A., Baruch College, Marketing Concentration, New York, NY - 2014