

BUSINESS DEVELOPMENT EXECUTIVE

Summary

Accomplished sales professional with 20 years of business development and account management experience in both the private and public sector; healthcare, education and government. Adept at managing intense demands of multiple existing customer accounts and cultivates strong customer relationships.

Highlights

- Negotiation
- Financial Analysis
- Detail Oriented
- Strategic account development
- Relationship selling
- Teamwork

Accomplishments

- Selected to the Staples NAC Green Team.
- Successfully grew account base to 14 new customers.
- Generated \$3.5 million in new business acquisition.
- Recipient of BDE All Star award.
- Closed \$700,000 in furniture for customer's new corporate headquarters.

Experience

08/2012 to Current

Business Development Executive Company Name 1/4 State

- Experience in delivering profitable, multi-year national and corporate contracts to companies with 400+ employees.
- Responsible for business-building and relationship-building expectations through long selling cycles with unique accounts.
- Lead entire sales process, price negotiation, final contract terms and implementation from inception to close of sale.
- Create and conduct unique marketing proposal presentations and RFP responses for all Staples industry business solution categories; supplies, facilities, technology, promotional, print, and furniture.
- Generate new sales opportunities through direct and telephone selling and emails.
- Leverage lead generation tools to increase profitability and product presence in the marketplace.
- Developed new customer base consisting of 14 accounts averaging \$250,000 dollars in office supplies a year.

07/2007 to 07/2012

Account Manager Company Name 1/4 State

- Responsible for customer acquisition, retention and expansion.
- Established relationships providing healthcare solutions that fit accounts goals, objectives and GPO contract agreements.
- Administered all e-commerce training and development.

12/1991 to 12/1997

Account Executive Company Name 1/4 State

- Managed largest corporate accounts in seven states.
- Negotiated and executed marketing and advertising promotions.
- Met or exceeded all quotas throughout tenure and increased market share in accounts.

11/1987 to 12/1991

Sales Representative Company Name 1/4 State

- Effectively communicated and coordinated execution of the planogram with store management.
- Arranged items in favorable positions and areas of the store for optimal sales.
- Managed the purchasing process for the entire department.

Education

Bachelor of Science : Journalism and Mass Communications Kansas State University 1/4 City , State Public Relations and Marketing Skills

- Customer Relationship Management (CRM) software (Salesforce)
- Office 365
- Healthcare: GPOs
- Government and Education: Consortiums