

BUSINESS DEVELOPMENT MANAGER

Summary

Innovative bilingual sales executive with more than 6 years of sales experience in Mexico and USA Successful at acquiring, expanding and managing key corporate accounts Core Qualifications Excellent Customer Service Skills Excellent research abilities Customer Retention Negotiation Skills Tactfulness Ability to generate positive company image Contract review

Experience

Business Development Manager 05/2010 to Current

Company Name City, State

- Responsible of the selling of hydraulic & pneumatic equipment in Mexico and USA to clients in the Energy, Chemical & Mining industries Meeting quotas of \$1.4M USD annually by renewing contracts and opening new accounts within assigned territory Pioneered sales outreach to potential US clients and developed sales plan to increase client base outside of Mexico Scheduling 2-3 in-person client meetings with potential US customers on a quarterly basis Managing accounts in the energy industry like PEMEX and in the metallurgical & chemical industry like MET-MEX Petróles Developing business plans to identify key opportunities and deliver added value to up-sell products and services to key accounts Booking customer follow-up calls or in-person meetings with Top 50 accounts bi-monthly to maintain customer retention Generating sales reports and forecasts for management review Preparing quotations that meet customers specific needs and support collections efforts.

Sales Representative 07/2009 to 04/2010

Company Name City, State

- Obtained new accounts by selling financial products and services to consumers and businesses Consistently achieved sales quota by making 50-60 outbound cold calls per day to potential prospects Maintained relationships to offer the best customer service and provide a personalized financial advice.

Marketing Intern 01/2009 to 06/2009

Company Name City, State

- Designed banners and brochures for annual events Translated documents and promotional material from English to Spanish.

Education

Bachelor of Business Administration : International Business 2009 St. Edward's University City, State International Business Affiliations Delta Sigma Pi, Business Fraternity, Chapter Vice-President St. Edward's Univ.

Skills

banners, brochures, Developing business, bi, contracts, client, clients, customer service, English, financial, Managing, meetings, promotional material, selling, sales, sales plan, sales reports, Scheduling 2, Sigma, Spanish