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| Name: Mary Wright  **Business Development Manager**  Address: 1234 Park Avenue, Redwood City, CA 94063  Mobile: (123) 456 7899  Email: marywright@hloom.com |
| SUMMARY |
| As a Business Development Manager, I was responsible for improving a company’s market position and maximizing its financial growth. I had to design strategic goals, liaises with business partners and stakeholders, identify new business opportunities and keep up to date with market trends. |
| leadership skills  |  |  | | --- | --- | | Professional | Personal | | Negotiation  Problem Solving  Persuasion  Management  Research  Marketing | Responsible  Initiative  Leadership  Enthusiastic  Willingness  Detail Oriented | |
| Work Experience |
| 2005 - **Marketing Manager -** Johnson Inc.   * Improved web presence through SEO, A/B Testig, successfully increasing overall website traffic by ~15% * Utilized Google Analytics to gather and track website metrics * Drove initiatives such as marketing performance reports, developed new scoring techniques, reporting a 20% marketing performance increase to management in 6 months   2001 - **Sales Manager -** Fisher and Son Inc.   * First year [company name] Store 40% first year volume increase over original $1,900,000 deal Sheet * First year [company name] Store $549,980 increase over 13 week trend goal of $2,115,310 * Helped coach and foster 2-$1,000,000 top performing Sleep Experts with respective 32% and 26% increases over last year |
| Education |
| Education 2013 Master’s in Business [University of Central Florida]  2007 Bachelor’s in Marketing [University of Central Florida] |
| REFERENCES |
| John Doe Marketing Manager, Fisher & Sons  Phone: (123) 123 4567 Margaret Johnson Sales Director, Son & Fishers  Phone: (123) 987 6543 |

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