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THOMAS WHITE

Business Development Manager

As a Business Development Manager, I was responsible for improving a company’s market position and maximizing it’s financial growth. I charge of strategic growth, liaise with business partners and stakeholders and identify new business opportunities

**summary**

* In charge of developing business solutions
* General more revenue for the company
* Develop new sales strategies, sales pitches and business plans.

**Professional Exerience**

MARKET BUSINESS DEVELOPMENT MANAGER 2011 – 2013

GREAT COMPANY MICHIGAN, MI

* Added 350 revenue generating outlets in last four years
* Grew Wholesale channel 22%, and gained instatement of 39 new products with the largest Wholesaler-Reseller in the Region in three years
* Identified and Developed 5 Full Line operators that grew by 9% in volume and 13% in profitability in four years

SR BUSINESS DEVELOPMENT MANAGER 2009 – 2011

AWESOME COMPANY MICHIGAN, MI

* Negotiated and closed sales establishing 180 new customer accounts
* Developed a database of qualified leads through referrals, cold calling, direct mail, email campaigns, and networking
* Persuaded management to implement tools including GoToMeeting and DocuSign to be more strategic and speed up the sales cycle

**Education**

2005 Degree MICHIGAN STATE UNIVERSITY, MICHIGAN, MI

2001 Degree BATAVIA HIGH SCHOOL, BATAVIA, MI

**Skills**

Creative Skills
Analytical Skills

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