

123 Park Avenue,

Big Rapids, MI 68965

info@hloom.com  
Thomas.white@hloom.com

(123) 456 78 99

(123) 987 65 44

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

**Copyright information - Please read**

© This [**Free Resume Template**](http://www.hloom.com/resumes/) is the copyright of Hloom.com. You can download and modify this template for your own personal use to create a resume for yourself, or for someone else. You can (and should!) remove this copyright notice ([click here to see how](http://www.hloom.com/resumes/how-to-format-word/)) before sending your resume to potential employers.

You may not distribute or resell this template, or its derivatives, and you may not make it available on other websites without our prior permission. All sharing of this template must be done using a link to <http://www.hloom.com/resumes/>. For any questions relating to the use of this template please email us - [info@hloom.com](mailto:info@hloom.com)