

## BUSINESS DEVELOPMENT MANAGER

### Summary

Entrepreneur and sales professional recognized by the Prince George's Chamber of Commerce and non-profit organizations as a leader in developing strategic partnerships to acquire business growth.

### Professional Experience

Company Name City , State Business Development Manager 01/2006 to Current

- Information technology enterprise business operator that demonstrated profitable annual revenue.
- Researcher and statical analyst that increased financial growth 15% each quarter maximizing data analytics and customer retention software to win new and retain existing customers.Â
- Account manager of C-Suite Executives, Federal and State Procurement Directors and Mid size business decision makers.
- Procurement strategist that acquired new business in emerging markets creating and responding to request for proposal (RFP) solicitations.
- Social media marketing specialist Â and brand strategist. Created content and designed graphic for website, email and trade publications.Â
- Developed Â sales marketing training programs that improved client retention and increased revenue.Â
- Managed diverse and multicultural workforce to collaborate as a focused unit. Â

Company Name City , State Client Services Manager 06/1996 to 07/2005

- Sales and leasing consultant that consistently received BMW's honors award for highest in the nation sales and customer service achievements.
- Finance Director that achieved recognition for surpassing sales goals for financial product presentations.
- Awarded product development certification.Â
- Relentless customer relations management (CRM) prospecting and cold calling skills to acquire new and to follow-up with existing customers.Â

Company Name City , State Multi-unit Franchise Operator 03/1985 to 04/1995

Â Entrepreneur that acquired multiple successful franchise units through acquisition and start up. Restaurateur that developed and sold businesses for profit over a ten year period. Held key position on franchisee board responsible for direct marketing and advertising. Attributes: real-estate development, accounting and management training.

### Education and Training

Bachelor of Arts : Business Management University District of Columbia - School of Business and Public Administration , City , State , USA

Â Course work included:

- Information Management, Gained thorough knowledge of principals, concepts, analysis, design and cloud computing pertaining to information technology.
- Communications: Enhanced public speaking and presentation techniques.
- Philosophy: developed tools for effective reasoning. Â Â
- Continued studies to achieve a goal of obtaining a B.A. Degree (May 2020)

Leadership Training 2016 Department of Economics , City , State , United States On-line course study in Principals of Leadership, Organization and Management.Â

Organizational Leadership 1998 From The Heart Church Ministries , City , State , USA Course work: The Psychology behind developing interpersonal relationships.

### Skills

- Sales Software: Salesforce.com, TapScan
- Public Relations Software: Bacon's Mediasource, Factiva
- Desktop Publishing Software: Photoshop, Illustrator,Â
- Microsoft Office 365 (Excel, PowerPoint, Outlook, Word, Access)Â
- Accounting and Tax software Quick Books, DRAKEÂ
- Occupational Safety - OSHAÂ - 10Â
- Federal Energy Management Professional (FEMP)
- Web - Design HTMLÂ

### Activities and Honors

2010 - 2015 - Board Member, Prince George's Chamber of Commerce

2012 - 2015 - Chair - Green Technology and Sustainability CommitteeÂ

2012 - Prince George's Chamber - Green Business AwardÂ

2015 - 2017 - Metropolitan Washington Council of Governments (MWCOC) - Governmental Affairs Outreach Â

2014 - 2016 - Congresswoman Donna Edwards - Business Advisory Board 2014-2016-Prince George's County Public Schools (PGCPS)

Suppliers Development Board