

## STAFFING BUSINESS DEVELOPMENT MANAGER

### Summary

Results-oriented Business development professional with a 10-year track record of surpassing sales quotas within highly competitive markets across a broad range of industries. Exceptional communicator with a consultative sales style, success in leading effective strategies to improve problem-solving abilities, and a keen client needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical business solutions. To be a part of a growing organization utilizing my business development sales experience, management, and problem-solving skills to increase profits and bolster growth.

### Experience

Staffing Business Development Manager Dec 2015 to Current

Company Name i¼ City , State

- Develop new business partnerships with behavioral health facilities, healthcare clinics and special education schools.
- Actively identify and generate leads through strategic sales and marketing plan.
- Heavy outbound cold calls targeting employers that are hiring to market internal top talent.
- Research decision makers in each department to introduce services and setup meeting to present solutions.
- Analyze available staffing resources for most efficient placement based on enterprise needs, peer-unit needs, and unit needs.
- Devise and execute strategic recruitment plans aligning with company's recruitment strategy.
- Maintain ongoing follow-up with prospective clients both in person and by phone.
- Continuously evaluate businesses to determine which staffing scenario would be suitable for clients overall staffing objective.
- Promote team effectiveness through orientation, on-going training, and performance feedback.

Business Development Manager Apr 2010 to Dec 2015

Company Name i¼ City , State

- Identified new business opportunities through cold calling, strategic research and development.
- Established innovative ideas on how to increase enrollments by building stronger rapport and executing a consultative sales strategies.
- Held educational seminars, webinars and networking events to educate prospective students and professionals on the behavioral programs we offered.
- Developed academic plans for degree or certificate completion in accordance with the university's guidelines.
- Recruited qualified applicants for admissions to the University in accordance with the state and federal accreditation.
- Maintained sales progress, conversion and related reports on a weekly basis.
- Analyzed market trends and developed strategies to grow business relationships within territory.
- Designed, planned and negotiated terms on partnership agreements as well as researched competitor events to identify their strengths and weaknesses in order to become more knowledgeable and be able to handle overcome objections.

Area Manager May 2001 to Apr 2010

Company Name i¼ City , State

- Managed 10 sales executives and assisted in the hiring process of new team members.
- Trained new employees to ensure higher productivity by applying strategic sales initiatives.
- Coached, developed and promoted team members based on productivity.
- Drove operational efficiency to help minimize risk and protect the stores assets by managing inventory count.
- Monitored daily sales activities and contract negotiations to ensure goals are being met with accordance of the leadership expectations.
- Exceeded sales goals every month during an economic downturn.
- Reviewed financials, contracts and sales records to ensure proper compliance.
- Handled all escalated customer issues, evaluated client satisfaction results by creating strategies to maintain business relationships and finding effective ways to lower down churn and increase subscribers.

### Education and Training

Bachelor of Science , Business Management June 2008 University ofPhoenix i¼ City , State Business Management

### Skills

academic, behavioral health, Budgeting, Coaching, cold calling, contract negotiations, contracts, conversion, Customer Relationship Management, client, clients, financials, Forecasting, Functional, hiring, Human Resource, inventory, Leadership, managing, marketing plan, market trends, market, Marketing, Negotiations, enterprise, networking, progress, rapport, recruitment, Research, Sales, seminars, Staff Development, staffing, strategy, Strategic, phone