

BUSINESS DEVELOPMENT MANAGER

Summary

Energetic, motivated and organized sales representative with results in the oil and gas industry. Accomplished professional with strong background in technical sales and product development.

Highlights

- Excellent communicator
- Excellent sales techniques
- Strategic account development
- Exceptional customer service skills
- Upselling and consultative selling
- Relationship selling
- Skilled multi-tasker
- Proven sales track record

Accomplishments

Created strategies to develop and expand existing customer sales, which resulted in a 30% increase in monthly sales. Increased revenue 42 % in 2015 .

- Collaborated with prospective clients to prepare efficient product marketing strategies and drive business development.

Increased sales volume by adding 8 new accounts in the assigned territory.

Experience

Business Development Manager Jun 2010 to Feb 2012

Company Name 1/4 City , State

- Increased overall product line sales by 32% overall.
- Increased overall sales revenue at Weatherford and Baker Hughes by 40%.
- Responsible for sales within high temperature, high pressure applications.
- Secured sales contracts with Baker Hughes, Halliburton and Weatherford resulting in profit increasing by 21%.

Global Sales Manager Jan 2009 to Jan 2016

Company Name 1/4 City , State

- Created a strategic sales plan that allowed product development to increase in profit margins by more than 14%.
- Increased revenue by 20% within 1 year by building and strengthening relationships with existing customers.
- Established office in Calgary and defined territory.
- Effectively led Outside Sales team in Houston and Calgary.

Technical Sales Representative / Key Account Team Leader Jan 2005 to Jan 2016

Company Name 1/4 City , State

- Increase sales within my accounts by more than 200%.
- Developed and Managed the sales of a 9 million dollar account, the largest single account in the oilfield business group.
- Created and presented sales seminars outlining products and capabilities to Engineering, Manufacturing and Management supervisors.
- Qualifications: Highly effective through consistent contact and superior customer service, in building instant rapport and relationships with decision makers at all levels.
- Superior multitasking, organization and time management skills.
- Consistent, assertive closer and top performer throughout sales and development.
- Professional demeanor in communicating with individuals/groups, demonstrating an ability to relate in a clear and concise manner.
- Proven success in the sales of oil and gas products and services to various individuals/ groups; experience in tactical business planning and competitive intelligence, prospecting, strategic marketing and closing.

Business Development Manager/ Texas Jan 2001 to Jan 2016

Company Name 1/4 City , State

- Developed and maintained accounts while growing overall sales revenue.
- Added new accounts that totaled over 1million dollars in new business.
- Ongoing testing of new elastomer compounds for ESP artificial lift clients.
- Sales presentations to pinpoint technical performance and benefits.

Education

Bachelor of Science , Communication Disorders University of Houston, Houston Texas Communication Disorders

Marketing courses University of Houston

Business courses University of Houston

Skills

benefits, business planning, closing, competitive intelligence, concise, contracts, clients, customer service, Marketing, office, multitasking, oil, Outside Sales, presentations, product development, profit, rapport, Sales, sales and development, sales plan, seminars, strategic, strategic marketing, time management