

## BUSINESS DEVELOPMENT MANAGER

### Professional Summary

Seasoned business development professional seeking leadership position with increasing responsibility and room to contribute to company success. Accomplished Business Development Manager with innovative leadership style and expertise in brand positioning strategies. Outstanding sales, marketing, business development and account management talents with great influencing and communication strengths. Personable team player able to relate easily to people of all backgrounds with consultative, flexible approach. Strong record of accomplishment over 20 years in sales and marketing with a > \$10M territory. High-achieving Business Development Manager offering 20-year track record of success improving sales and growing company customer base through effective program management, strategic planning and team leadership. 20 years of experience converting sales leads and effectively managing multiple territories. Highly skilled in forecasting, project management and strategic planning and top-notch communication abilities.

### Skills

- Key decision making
- Marketing
- Verbal and written communication
- Strategic planning
- Excellent at Networking
- Relationship building and management
- Conflict resolution
- Goals and performance
- New business development
- Territory management
- Account management and development
- Product and service sales

### Work History

Business Development Manager , 03/2014 to 10/2019

Company Name " City , State

- Accounts included Skyworks, Finisar, Broadcom, Macom, On Semi, Microchip, GCS, Northrop Grumman, NXP, Cypress
- Grew territory from \$200K/year to \$3M/year
- Organized trade shows - Semicon, CS Mantech
- Devised SWOT analysis to create and execute business plan supporting achievement of established quotas
- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations
- Established relationships with key decision-makers within customer's organization to promote growth and retention
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit
- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth
- Represented company and promoted products at conferences and trade association meetings
- Negotiated contracts with clients
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends

Regional Sales Manager , 06/2003 to 11/2013

Company Name " City , State

- Sell precious and non-precious metal sputtering targets and evaporation materials
- WW Key Account Manager - Skyworks, Avago, Triquint, JDSU, Saint Gobain
- Manage global account teams in account development, planning, and execution
- Territory value \$18M - annual growth of 15%
- Sell into semiconductor, wireless, medical and photonics industries
- Customer contract negotiations, customer reports, quarterly business reviews
- Work closely with engineering at customers to offer value based products
- Responsible for Leadership and Team Development Training within Materion
- Develop critical relationships at all levels at customers and also within Materion

Senior Account Manager , 01/2002 to 01/2003

Company Name " City , State

- Sold chip assembly equipment for flip chip, wafer bumping services, leasing services
- Singapore start-up trying to gain entry into U.S. Market
- Trained on equipment and technology in Singapore
- Customers included chip assembly houses, foundries, and chip manufacturers

Senior Account Manager , 01/2001 to 01/2002

Company Name " City , State

- Sold design management and collaboration software to chip designers - EDA Industry
- Sold to engineers up to C level executives
- Customers included chip design houses (Fairchild, AMD, 3Com, Juniper Networks, etc.)
- Annual quota of \$1.7M
- Worked with engineers in selling value proposition in how it decreased design cycle time
- Responsible for weekly forecasts, budgets, customer call reports, weekly customer updates, quarterly sales meetings, weekly sales and technical conference calls

Senior Account Manager , 01/2000 to 01/2001

Company Name " City , State

- Sold E-commerce and Data Management Software (partnered with Ariba) - start-up company
- Software linked to customers' ERP systems (SAP, Oracle, Baan, JD Edwards)
- Sold to Fortune 500 semiconductor customers (LSI, Micron, ST Micro, Philips, etc.)
- Territory: U.S East and West coasts and Europe

Senior Account Manager , 01/1995 to 01/2000

Company Name " City , State

- Sold PVD materials - sputtering targets to semiconductor industry
- Key account manager for customers in AZ, CA, Northwest (Hyundai, Motorola, Conexant, Micron)
- Grew Northwest territory from \$300K/yr to \$5 million/yr in 3 1/2 years

Senior Buyer / Program Manager , 01/1991 to 01/1995

Company Name " City , State

- Program manager for IDT subsystems - planner and buyer for all components, worked closely with end customer and subcontractors (Soletron, A Plus, Flextronics)

Education

Certified Professional Coach : Coaching , 2010

Institute of Professional Excellence in Coaching - City

Bachelor of Science : Business Administration, Marketing , 1991

UNIVERSITY OF TULSA - City

Attended numerous training seminars in sales, management, team building and leadership

Accomplishments

Won Supplier of the Year awards from Skyworks and IRC in 2012 and 2013 Team Builder: Certified Draw Success Trainer for Team Development and Success Sales

Training: Certified in AMA, Miller Heiman and Mike Bosworth Solution Selling Techniques

Coaching: Certified IPEC (Institute of Professional Excellence in Coaching) Coach Certified Life Solutions Coach for Personal Empowerment for Individuals and Teams Negotiation

Certified Karrass negotiator

Affiliations

Industry Associations Member of Fab Owners Association Technical Program Committee Member of CS Mantech

Additional Information

Kyle Cease Meditation Retreat 2019

Tony Robbins UPW Event 2016

Michael Beckwith Program 2019

Dr. Joe Dispenza Follower

Skills

- Key decision making
- Team leadership
- Marketing
- Verbal and written communication
- Strategic planning
- Excellent at Networking
- Relationship building and management
- Conflict resolution
- Goals and performance
- New business development
- Territory management
- Account management
- Product and service sales

## Work History

Business Development Manager , 03/2014 to 10/2019

Company Name â€“ City , State

- Accounts included Skyworks, Finisar, Broadcom, Macom, On Semi, Microchip, GCS, Northrop Grumman, NXP, Cypress
- Grew territory from \$200K/year to \$3M/year
- Organized trade shows - Semicon, CS Mantech
- Devised SWOT analysis to create and execute business plan supporting achievement of established quotas
- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations
- Established relationships with key decision-makers within customer's organization to promote growth and retention
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit
- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth
- Represented company and promoted products at conferences and trade association meetings
- Negotiated contracts with clients
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends

Regional Sales Manager , 06/2003 to 11/2013

Company Name â€“ City , State

- Sell precious and non-precious metal sputtering targets and evaporation materials
- WW Key Account Manager - Skyworks, Avago, Triquint, JDSU, Saint Gobain
- Manage global account teams in account development, planning, and execution
- Territory value \$18M - annual growth of 15%
- Sell into semiconductor, wireless, medical and photonics industries
- Customer contract negotiations, customer reports, quarterly business reviews
- Work closely with engineering at customers to offer value based products
- Responsible for Leadership and Team Development Training within Materion
- Develop critical relationships at all levels at customers and also within Materion

Senior Account Manager , 01/2002 to 01/2003

Company Name â€“ City , State

- Sold chip assembly equipment for flip chip, wafer bumping services, leasing services
- Singapore start-up trying to gain entry into U.S. Market
- Trained on equipment and technology in Singapore
- Customers included chip assembly houses, foundries, and chip manufacturers

Senior Account Manager , 01/2001 to 01/2002

Company Name â€“ City , State

- Sold design management and collaboration software to chip designers - EDA Industry
- Sold to engineers up to C level executives
- Customers included chip design houses (Fairchild, AMD, 3Com, Juniper Networks, etc.)
- Annual quota of \$1.7M
- Worked with engineers in selling value proposition in how it decreased design cycle time
- Responsible for weekly forecasts, budgets, customer call reports, weekly customer updates, quarterly sales meetings, weekly sales and technical conference calls

Senior Account Manager , 01/2000 to 01/2001

Company Name â€“ City , State

- Sold E-commerce and Data Management Software (partnered with Ariba) - start-up company
- Our software linked to customers' ERP systems (SAP, Oracle, Baan, JD Edwards)
- Sold to Fortune 500 semiconductor customers (LSI, Micron, ST Micro, Philips, etc.)
- Territory: U.S
- East and West coasts and Europe

Senior Account Manager , 01/1995 to 01/2000

Company Name â€“ City , State

- Sold PVD materials - sputtering targets to semiconductor industry
- Key account manager for customers in AZ, CA, Northwest (Hyundai, Motorola, Conexant, Micron)
- Grew Northwest territory from \$300K/yr to \$5 million/yr in 3 1/2 years

Senior Buyer / Program Manager , 01/1991 to 01/1995

Company Name â€“ City , State

- Program manager for IDT subsystems - planner and buyer for all components, worked closely with end customer and subcontractors

(Soletron, A Plus, Flextronics)