

BUSINESS DEVELOPMENT SPECIALIST

Professional Overview

Results-oriented Sales and Business Development leader with Technical Background

Skill Highlights

- Excellent written, oral, and interpersonal communication skills
- Strong analytical, problem-solving, and conceptual skills
- Self-motivated, with the ability to plan, schedule and prioritize daily activities
- Works well in a team environment and independent assignments
- Proficient with SAP CRM, MS Office applications, advanced typing skills
- Professional work ethic with commitment to excel in changing environment

Core Accomplishments

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- 2013 - 2014 Awarded Microsoft M.V.P. six consecutive quarters for consistent top performer
- SAP Q3 - Q4 2015: Generated 13.3M Pipeline / 6.8M Closed Business
- SAP Q1 - Q3 2016: Generated 18.7 Pipeline / 2.3M Closed Business

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Professional Experience

March 2015

to

September 2016

Company Name City, State Business Development Specialist

- Develop new business opportunities across the SAP Northeast Large Enterprise territory
- Consistently exceeded all Market Generated Opportunity and Revenue quotas
- Strategically worked with my assigned field representatives to develop and deploy go-to-market strategies to acquire new business for SAP
- Implement outbound marketing campaigns
- Maintain accurate and up-to-date information within CRM on all accounts
- Recommend and introduce key solutions to C-Level Executives within my territory
- Leverage solution specialist and engineers to further qualify and develop opportunities
- Utilize SPIN Selling and BANT sales approach for business development
- Collaborate with assigned field reps and inside sales to develop territory strategies

January 2014

to

March 2015

Company Name City, State Sales Optimization Specialist (contracted)

- Support Channel, Enterprise and Mid-Market Sales Teams with all sales processes
- Collaborate with Sales and Marketing teams to optimize and accelerate market qualified sales opportunities
- Lead disposition and tracking, to include forecasting and revenue capture for opportunities
- Performing lead re-qualification and prospect re-engagement to capitalize on opportunities delivered by marketing vendors
- Collaborate with sales to develop territory strategy

June 2012

to

April 2014

Company Name City, State Marketing Specialist

- Microsoft Team Lead - Lead caller and liaison between Microsoft Client Success Associate and team of 23 Calling Agents. Coordinated and lead all meetings to discuss results of campaign analysis with Internal Client Success members and Key Microsoft Stakeholders. Conducted all training and coaching of Agents prior to Microsoft Certification
- Campaign Tester - Testing the validity of data, messaging and targeted contacts prior to a campaign going live
- Troubleshoot campaigns not meeting expected KPI's providing feedback and recommendations based on my findings
- Dell SonicWALL Chat Specialist - Support existing and potential Dell SonicWALL customers
- Event Recruitment - Inviting targeted key contacts based on client objectives to marketing events
- Appointment Setting - Scheduling firm date & time meetings with key contacts
- Lead Generation - Matching a prospects needs with a Client's service or product

Education

2017

Rio Salado A.A. General Studies Related Coursework: Computer Technology

Skills

Technical Sales

SAP

Social Selling

Business Development

SPIN Selling

Network Security

Relationship Building

Channel Partners

Cold Calling