

CLIENT NAME

Torrance, California 12345

123.456.7890

resumesample@email.com

BUSINESS DEVELOPMENT DIRECTOR

EXECUTIVE PROFILE

Accomplished executive professional, offering proven years of leadership experience in business development and operations management across various industries. Adept at developing and executing enterprise-level growth strategies that enhance profitability, market expansion, and operational efficiency. Recognized for successfully revitalizing underperforming accounts, securing new business partnerships, and strengthening client retention. Well-versed at building strong partnerships with clients and providing executive consulting that utilizes data-driven insights and financial acumen to maximize revenue as well as secure new business opportunities.

AREAS OF EXPERTISE

Revenue Generation | Market Penetration | Brand Development | Client Acquisition and Retention
Contract Negotiation | Territory Oversight | Digital and Physical Marketing | Staff Training and Development
Performance Optimization | Risk Mitigation | Financial Analysis | Lead Generation | Forecasting | Networking

PROFESSIONAL EXPERIENCE

COMPANY – LOCATION

Founder 01/2022–01/2024

- Offered expert advice to small businesses by developing enterprise-level growth strategies, leveraging industry expertise, and knowledge gained from working with major auto groups
- Reached out to potential clients via daily email or cold calling to gain new business opportunities
- Ensured increased profits, market footprints, and employee retention for clients by implementing customized expansion plans
- Provided business development coaching for clients, emphasizing sales strategies, financial management, and operational efficiency

Key Accomplishment:

- ✓ Successfully increased the brand awareness for the company while generating a minimum of two potential client relationships by participating in the University of North Carolina, Greensboro (UNCG) and Wake Tech Community College events and meetings
- ✓ Brought substantial contribution to process changes that increased engagement and support for disabled students
- ✓ Played a key role in fostering awareness and change in the grade appeals process with departments and department heads

COMPANY – LOCATION

Senior District Manager 07/2016–12/2020

- Assumed responsibility for training and developing Sales and Finance departments in managing a territory with 38 automotive dealerships in the Greater Los Angeles Area and 13 dealerships in Southern North Carolina
- Demonstrated expertise in revitalizing struggling dealership relations, along with the trust and performance of accounts at risk of leaving
- Prepared and delivered executive-level reporting to the store management, corporate executives, and ownership while upholding transparent communication on performance, challenges, and action plans
- Strategized performance plans and pay plans to maximize the dealership's production, customer retention, and profit through reporting and key performance indicators (KPIs)
- Estimated the performance, compliance, and profitability of the company through monthly audits of transactions
- Provided effective recommendations to dealer partners regarding reinsurance structures, pricing, and portfolio management
- Governed on-the-job training and shadowing for sales and finance professionals/managers, leveraging a servant leadership aptitude to increase their competency and meet learning objectives

CLIENT NAME

 Torrance, California 12345

 123.456.7890

 resumesample@email.com

Key Accomplishments:

- ✓ Spearheaded marketing and acquisition efforts, which drove the growth of the territory footprint, along with the market share of the company
- ✓ Earned recognition nationally for achieving top sales production and exemplary performance
- ✓ Focused on providing training and development for financial teams, which boosted the partner profits by over 22% year over year (YoY)

District Manager

06/2014–07/2016

- Drove performance growth and dealership success by sending weekly, monthly, and annual reporting as well as leveraging business-to-business (B2B)/business-to-client (B2C) sales expertise
- Conducted weekly transaction audits, employee training and testing, reporting, and KPIs to identify and resolve risks
- Improved the dealership's financial operations as well as team product knowledge and compliance through structured training programs

Key Accomplishment:

- ✓ Established and grew 10 Automotive Dealership Finance departments across Northern and Southern California
- ✓ Demonstrated outstanding sales performance and continuously surpassed sales and profitability targets, thus achieving the gold and bronze sales awards

Earlier Positions Held:

Finance and Insurance (F&I) Specialist (08/2013–06/2014)

COMPANY – LOCATION

Finance Director (1 Year and 4 Months)

COMPANY – LOCATION

General Sales Manager (4 Months)

COMPANY – LOCATION

Sales Management and Finance (3 Years and 9 Months)

ADDITIONAL EXPERIENCE

COMPANY – LOCATION

Realtor

01/2021–12/2021

- Provided an elite level of service to clients, buyers, and sellers to improve transactions and protect client interests, leveraging executive management consulting, financial, and real estate expertise
- Accommodated two clients throughout the buying/selling process while avoiding interest from bad actors
- Secured new business and brand awareness by launching weekly digital and physical marketing campaigns

COMPANY – LOCATION

Founder

06/2014–12/2020

- Enhanced the presence of the company within the entertainment industry by gaining contracts and negotiations with Sony subsidiaries and other major labels
- Expertly managed and fostered business partnerships along with a yearly operating budget of over \$120K to improve company production and operational efficiency
- Guaranteed substantial increase in engagement, brand awareness, and return on investment (ROI) through robust digital and physical marketing and sales plans

Key Accomplishment:

- ✓ Implemented new strategies that brought listening engagement, consequently achieving P1 Radio Station airplay within the country and internationally

CLIENT NAME

 Torrance, California 12345

 123.456.7890

 resumesample@email.com

EDUCATION

Bachelor of Arts in Business Management, In Progress (Expected Completion: 12/2027)

University Name | Location

- Dean's List | Major GPA: 4.0
- Member: NABE
- Team Captain and In-Game Strategy Caller: Counter-Strike 2 Esports Team
- National Society of Collegiate Scholars

Associate's Degree in Business Management and Accounting, In Progress (Expected Completion: 12/2025)

University Name | Location

- Dean's List | GPA: 3.8
- President: Accounting Club and Future Business Leaders of America
- Founder, Recruiter, and Head Coach: Counter-Strike 2 Esports Team

PROFESSIONAL DEVELOPMENT

Life and Health Insurance Producer License, 02/2025 (Valid Until: 03/2026)

Northwestern Mutual Life Insurance Company

- Accident and Sickness
- Medical Support/Long Term Care
- Life

AFIP Training

The Association of Finance and Insurance Professionals (AFIP)

Crucial Conversations/FILES Training

Company

PROFESSIONAL AFFILIATIONS

Member, National Society of Collegiate Scholars

Founding Father, University Pi Kappa Alpha

AWARD

Gold and Bronze Star of Excellence Awards

Eppie Award

ACTIVITIES

Habitat for Humanity Volunteering

E-sports Coaching

Finance Literacy Teaching

TECHNICAL SKILLS

Microsoft Office Suite | Salesforce | Advanced Excel (Pivot Tables, VLOOKUP, Financial Modeling)

Google Analytics | CRM Systems