
Business Development Director Resume

Job Objective

To secure a position as Business Development Director for a dependable organization on a long-term basis.

Highlights of Qualifications:

- Remarkable experience in business development, product management, strategic transaction
 - Profound knowledge of Finance, Development, Operations and General Management
 - Good understanding of all key financial and business driver targets
 - Skilled in researching and building financial models for acquisitions, partnerships, and other new business opportunities
 - Ability to negotiate letters of intent and deal documents
 - Excellent communication, negotiating, analytical and problem solving skills
 - Proficient with Microsoft Office (Excel, PowerPoint, Word) and Salesforce.com
 - Exceptional ability to handle corporate presentations, documents, proposals
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Professional Experience:

Business Development Director, August 2005 – Present
GE Home & Business Solutions, Beverly Hills, CA

- Extended network of developer contacts through industry events and third parties.
- Identified project opportunities and evaluated strategic fit with acquisition criteria.
- Managed financial analyses of investment opportunity to analyze sufficient return.
- Identified key risk factors and potential downside scenarios.
- Interfaced with financial lenders and investors to analyze alignment of interests.
- Developed reporting systems to monitor product performance.
- Provided product line financial modeling and analysis.

Business Development Director, May 2000 – July 2005
Brookdale Senior Living Inc, Beverly Hills, CA

- Planned, managed, implemented and coordinated Human Capital and Management Consulting marketing services.
 - Communicated with potential business Management Consultants regarding clients needs and expectations.
 - Designed and implemented a business development plan that identified opportunities and associated strategies for winning new business.
 - Developed integrity and suggested to follow ICF Practices.
 - Located, interpreted and presented information required to prepare winning proposals.
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Education:

Bachelor's Degree in Business, Saint Paul's College, Lawrenceville, VAMaster's Degree in Business Administration, American University, Washington, DC

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