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## Business Development Representative Resume

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### Job Objective

Seeking a Business Development Representative position with reputable organization in which my experience can be a positive influence on the growth of company.

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### Highlights of Qualifications:

- Good understanding of customer's industry and core business processes
  - Ability to implement solution and consultative selling techniques
  - Ability to learn and understand product solutions and features
  - Excellent, business justification and closing skills
  - Proven record of accomplishment and over-achievement of goals
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### Professional Experience:

Business Development Representative  
Elkay Manufacturing Company, San Francisco CA  
November 2006 – Present

- Represented Applied Systems.
- Coordinated with sales team and authorities to recognize opportunities outside current prospects
- Recorded incoming and outgoing calls, prospects and customer referral list as well as extended monthly sales projections to Sales Administration Supervisor.
- Handled both the Sales Prospect and CIS Database.
- Forwarded consumer complaints to the appropriate departments for scrutiny.

Business Development Representative  
Nsyte Software, San Francisco CA  
February 2001 – October 2006

- Reviewed consumer requirements and handled consumer calls and web presentations.
  - Coherently presented product features, advantages, future product direction and overall Oracle solutions.
  - Formulated sales pipeline and collaborated with both inside and field sales reps.
  - Managed cold calls.
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### Education:

Bachelor's Degree In Business  
Siena Heights University, Adrian, MI

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