**** Melbourne, VIC 3000 | **** +61 0400 000 000 | **** john@email.com | **** linkedin.com/in/johnsmith

JOHN SMITH

SENIOR BUSINESS DEVELOPMENT EXECUTIVE

Business Development Director with a background driving the revenues of leading widget providers globally. Expert in channel development and market expansion and credited with instrumental contributions to Acme Widget’s meteoric rise. C-suite influencer with strong networks that increase business capabilities. C-suite influencer with strong networks.

Contract Negotiation | Contract Negotiation | Contract Negotiation | Contract Negotiation | Contract Negotiation Contract Negotiation | Contract Negotiation | Contract Negotiation | Contract Negotiation

**Technologies:** Contract Negotiation, Contract Negotiation, Contract Negotiation, Contract Negotiation

QUALIFICATIONS

**Master of Marketing (Distinction)**, University of Sydney, 2010

**Bachelor of Business (Credit),** University of Queensland, 2000

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CAREER HISTORY

**COMPANY NAME | Executive April 2000 - Feb 2001**

**Leadership:** 50 Sales, marketing, & communications team | Reports 20 | Balanced Scorecard P&L Accountability.

Recruited to drive growth of widget solutions business across the ANZ and ASEAN region. Led team of 20 sales representatives and created business roadmap for global widget growth strategies. Lifted territory performance and added more than 25% to bottom lines through key account growth in high-priority niches.

Transformed Acme to market leader with more than 25% market share.

* BUSINESS DEVELOPMENT **|** Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
* ACCOUNT MANAGEMENT **|** Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
* TEAM LEADERSHIP **|** Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
* OPPORTUNITY DEVELOPMENT **|** Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
* REPORTING AND PLANNING **|** Secured multiple new accounts and positioned business for numerous project wins adding seven-figure revenue growth over 2 years despite tightening market.
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Board and Committee Involvement

Management Representative, Acme Board Meetings (2000- 2007) | Management Representative, Acme Board Meetings (2000- 2007) | Management Representative, Acme Board Meetings (2000- 2007) |

*Referees available on request.*