

# JORDAN NUEVES

A Business Development Director with 10+ years of professional experience, specializing in sales strategy, territory management, and lead generation. A proven track record of building and leading high-performance sales organizations from the ground up. Adept at developing strategic partnerships to drive new business opportunities.

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Chicago, IL 12345  
youremail@example.com  
(123) 456-7890

## PROFESSIONAL EXPERIENCE

### BUSINESS DEVELOPMENT DIRECTOR

Superior Brand Marketing Inc.,  
Chicago, IL  
April 2016 – Present

- Manage all aspects of business development efforts for a brand marketing solution company, develop innovative sales strategies, and oversee the development and execution of business campaigns generating more than \$500K in annual revenue
- Collaborate with C-level executives and brand representatives, attend high-level sales meetings, and use consultative sales techniques to close \$1.5M in new business.
- Build, recruit, and develop a sales department of 50+, define workflows, provide coaching and mentorship to sales managers, and establish a work culture of accountability

### SALES DIRECTOR

Starfire Marketing Solutions,  
Chicago, IL  
August 2011 – April 2016

- Managed and built the sales department for a marketing company generating more than \$2.5M in annual revenue, defined the sales cycle, developed overarching sales strategy, and led high-level meetings with external C-suite executives
- Identified, established, and grew strategic partnerships with enterprise brands to expand reach with target audiences and drive market penetration
- Established a work culture centered on diversity and inclusion, which included leading diversity recruiting efforts and managing the implementation of training workshops

## EDUCATION

Bachelor of Arts (B.S.), Business Administration  
University Of Chicago, Chicago, IL  
September 2007 - May 2011

## KEY SKILLS

- Sales Management
- Business Development
- Lead Generation
- Executive Leadership
- Strategic Planning
- Sales Strategy

## CERTIFICATIONS

- Certified Sales Professional (CSP), Awarded 2015