

Jasmine Brown

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PROFILE

A Business Development Manager with eight years of experience specializing in marketing, business strategy, sales management, and account management. A strong history of building strategic partnerships and identifying opportunities to maximize value for clients and stakeholders.

PROFESSIONAL EXPERIENCE

Business Development Manager

IT Staffing Solutions Corp., San Diego, CA | May 2018 – Present

- Oversee 20+ accounts generating \$100K-\$400K in annual revenue, liaise with client partners to identify appropriate solutions for IT staffing needs, and coordinate with recruiters to ensure the selection of top talent for client stakeholders
- Improve account growth by 20%-45% YOY by identifying opportunities to deliver value-added services to client organizations, including corporate trainers
- Lead a team of eight business development managers and ten account executives, provide coaching and mentorship, and guide sales negotiations

Business Development Manager

HR Management Inc, San Diego, CA | May 2016– May 2018

- Served as the point of contact for 15 client accounts valued at \$50K-\$250K, built relationships with strategic partners, and drove a 30% increase in revenue growth
- Identified opportunities to provide new HR solutions and service offerings based on market trends, business intelligence, and client specifications

EDUCATION

Bachelor of Science (B.S.) Marketing

University of San Diego,
San Diego, CA

September 2014 - May 2016

KEY SKILLS

- Business Development
- Marketing Strategy
- Account Management
- Revenue Growth
- Client Relations