**EDUCATION**

**SKILLS**

**EXPERIENCE**

STEPHEN ADAMS

**BUSINESS DEVELOPER**

+1 (234) 567-8900

1234 SW 40 St, City, State, Country 12345

username@domain.com

**PROFILE**

Fueled by passion for understanding the nuances of cross-cultural advertising. A ‘forever student,’ eager to both build on academic foundations in psychology and sociology and stay in tune with the latest digital marketing strategies through continued coursework and professional development.

Bachelor/Degree Title

University Name

2006 – 2010

Bachelor/Degree Title

University Name

2012 – 2013

Bachelor/Degree Title

University Name

2016 – 2018

Communication & Interpersonal

Collaboration

Negotiation & Persuasion

Project Management

Research & Strategy

Computer Skills

Business Intelligence

Sales Management

Marketing

Job Title, Company, 2005 – 2007

Defined strategic client acquisition that resulted in more efficient sales and prospecting process. Communicated with customers regarding present and future needs to research and source new products.

* Identified market needs and trends to maximize efficiency of product selection.
* Built and maintained relationships with new and existing clients that resulted in increased sales and market growth.

Job Title, Company, 2008 – 2010

Managed 10-person marketing team to develop an international business expansion strategy; identified, evaluated, and developed the marketing solution based on established business objectives.

* Built and maintained relationships with new and existing clients that resulted in increased sales and market growth.
* Identified market needs and trends to maximize efficiency of product selection.

Job Title, Company, 2010 – 2013

Met and exceeded personal sales goals of up to 7 - 8 million dollars per month. Contributed to substantial divisional sales growth ($300,000 to multimillion dollars in product sales).

* Provided product and business development training for sales team members and resellers.
* Entered sales details and product parts into computerized system. Verified documentation and resolved any mathematical errors in the system.

**REFERENCES**

**EXPERTISE**

Adobe Cloud Convert

Microsoft Office

Canva

English

French

**INTERESTS**

**CONTINUOUS TRAINING**

**AWARDS**

Job Title, Company, 2013 – 2016

Worked on large team of marketers, advertisers and brand builders. Consulted small, medium and large business on increasing their revenue streams through advertising and cost cutting.

* Increased market share of 30% through aggressive cold-calling and follow-up.
* My team of 4 was awarded "Top Team" in 2008 for bringing in 2 million in new business.

Job Title, Company, 2016 – present

Responsible for managing business development and sourcing functions. Defined strategic client acquisition that resulted in more efficient sales and prospecting process.

* Communicated with customers regarding present and future needs to research and source new products.
* Identified market needs and trends to maximize efficiency of product selection.

Shawn Barnes

Position, Company

+1 (234) 567-8900

username@domain.com

Barbara Russel

Position, Company

+1 (234) 567-8900

username@domain.com

Barbara Russel

Position, Company

+1 (234) 567-8900

username@domain.com

Travel

Playing Music

Reading

Coffee

Pets

Gaming

Outdoors

Class, Course or Workshop Title

Organization, City, 2011

Worked closely with a startup to develop an effective business plan to rollout a brand-new product. Oversaw product design, manufacturing, marketing, and patent filling with a very limited budget.

Class, Course or Workshop Title

Organization, City, 2015

Worked closely with a startup to develop an effective business plan to rollout a brand-new product. Oversaw product design, manufacturing, marketing, and patent filling with a very limited budget.

Class, Course or Workshop Title

Organization, City, 2017

Worked closely with a startup to develop an effective business plan to rollout a brand-new product. Oversaw product design, manufacturing, marketing, and patent filling with a very limited budget.

Award Title

Organization, City, 2018

Award Title

Organization, City, 2020