

**Leading Multi-National Business Development, Sales, and Account Management Professional**

*Develop strong new and existing accounts; for example, secured upwards of \$100 million in new business by directing and coaching staff to generate top results within international markets, retain client accounts, as well as, launch products and solutions that align with global expansion efforts.*

Front-running international business-to-business professional sales/marketing, account management and corporate communications such as Latin-America. Hold extensive background negotiating Fortune 500/1000 clients. Develop lean and aggressive sales plans that produce relationships with corporate heavyweights Siemens, and key international players. Consult with executives international markets, market-entry barriers, and strategies to market share within optimal time. Solid background developing and producing significant performance with profitable returns — secure 3-7 year contracts that places \$100 million per year in new-sign sales. *Manage and direct large account management and regional sales teams*, oftentimes upwards of 70-80 in direct/indirect members managing a portfolio of accounts with \$500 million in annual sales.

## **RÉSUMÉ TO REFERRAL...**

### *Résumé and Career Services*

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Call Teena today at (937) 325-2149, for a high-quality resume and cover letter. Ask about the additional job-search assistance available.

**Calculated Movements • Stellar Results • Personable • Critical Thinker • Insightful Global Vision**

### Compass of Skills

- ✓ **Direct large business development and sales teams**, staff size of 70 direct and indirect personnel, consisting of national/regional account managers, sales managers and proposal writers. Participate in ride-alongs and in-house training sessions with a small team up to a dozen sales members in attendance.
- ✓ **Provide weekly, monthly, quarterly, and annual departmental budget analyses and sales forecasts**, complete with comparisons that highlight areas of prominent sales generation compared to areas needing aggressive sales follow-up.
- ✓ **Present new products, sales and business strategy planning after conducting an initial needs analysis of the company's short- and long-term sales goals**; oversee planning, market analysis, product needs, and product execution.
- ✓ **Negotiate supplier contracts as needed, oftentimes with major airlines, car rental companies and third-party service providers**, necessary to fulfill the scope of the client's needs. Slip into supply chain/management on occasion.
- ✓ **Focus on cross-selling and up-selling clients to encompass new and existing products/services** to ensure accounts are provided with optimal coverage yet the company secures top sales goals; *generated award-winning performance and recognition with select employers.*
- ✓ **Build relationships with prospects, supplementing a pipeline for new-sign sales.** Conduct in-depth presentations with travel and procurement managers, along with executive-level personnel and managers with prospect targets.
- ✓ **Lead prospecting and client management process**, from the introduction of products/services based on individual need to following best practices when selling the account and subsequent account maintenance/support.
- ✓ **Manage new business development and territorial expansion efforts**, focusing on regional growth within each country or territory. Negotiate contract agreements, terms ranging from 3 to 7 years, structuring deals between various divisions/channels to increase profits.
- ✓ **Increase business exposure and capture additional sales**; focused heavily on Fortune 500/1000 businesses with operations in Latin-America.

*(Compass of Skills, cont'd)*

- ✓ **Manage large concurrent business development and account retention agendas, while assisting with select human resources functions;** i.e. talent recruitment, hiring, training, coaching, and delegation of tasks. Cherry-pick personnel who thrive within international markets, as well as, share vision for success.
- ✓ **Secured top sales achievements and accolades with each employer;** i.e. recognized as top producer and secured \$100 million in new contracts, along with producing a high number of new regional accounts.

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## Professional Career

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**VP, Sales & Account Management** • Employer; Confidential • 1998 – present

*(Lead sales and account managers focusing on specific demographics and regions within Latin-America markets. Oversee complete product management objectives, starting with consultation during development and progressing through to market introduction. Direct business development, up-selling, multi-national bidding, and best and final processes; secured and managed a client portfolio that generates \$500 million in annual sales. Signed new contracts with an additional \$100 million deriving from new business/clients. Secured 100% of regional accounts during the last 36 months.)*

**Chief Financial Officer (CFO)** • Employer; Confidential • 1995 – 1998

*(Initiated and managed relationships with huge banking institutions and international lenders. Cut costs, improved overall credit ratings, restructured debt, and oversaw complete corporate finance and budgeting operations. Freed financial commitments to facilitate other ventures and offset overhead.)*

**Relationship Manager, Corporate Banking** • Employer; Confidential • 1990 – 1995

*(Introduced and cross-sold products to major multinational companies, building relationships that supported a \$100 million portfolio. Focused on generating top revenue from spreads and fees.)*

**Senior Analyst, Credit Risk** • Employer; Confidential • 1985 – 1990

*(Collaborated with analysts assigned to research corporations/markets and discover trends that applied to the bank's portfolio. Assessed declining markets relevant to investment vehicles and corporate lending.)*

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## Education

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**Master, Business Administration** • University of New Mexico, Albuquerque, NM • 2005

**Bachelor of Science, Economics** • University of Florida, Tampa, FL • 2002

*Embrace International Travel; Willing to Relocate*