

JOHN H. SMITH

info@greatresumesfast.com ♦ P.O. Box 1673 ♦ Callahan, FL 32011 ♦ 800.991.5187
LinkedIn: <http://www.linkedin.com/pub/johnsmith/28/8n54/67f/>

Director of Business Development

Growth Catalyst | Powerful Sales Strategist | Market Expansion

Top-performing Business Development & Sales Director who builds high-performance sales teams and develops successful new markets that enables higher-margin sales

Global Sales ~ Consistent Revenue Growth ~ Valued Mentor & Leader

Business Development strategist who builds strong, dedicated client relationships and partnerships that are built on trust. Executive with an entrepreneurial spirit who leads companies to growth and market differentiation with a record of generating new business opportunities and developing lucrative partnerships. Proven track record of implementing the necessary business development strategies to accomplish breakthrough sales objectives while creating unique market-entry strategies, managing business relationships, building credibility, and establishing immediate rapport with potential clients.

- ◆ Contract Negotiations
- ◆ Business Development
- ◆ Cross-Functional Leadership
- ◆ Strategic Planning
- ◆ Account Management
- ◆ Market Expansion
- ◆ Market Penetration
- ◆ Strategic Alliances
- ◆ Resource Management

Executive Highlights

- **Grew annual revenue from \$700,000 to more than \$5-million** while launching new sales and distribution opportunities and Domestic and Global expansion for new sales territories.
- **Trusted and highly-respected Sales Management leader and Mentor** during explosive multimillion-dollar company growth from \$12-million to more than \$175-million.
- **Championed new business opportunities** by generating new income streams from identifying opportunities for growth in new markets; key Management leader during exceptional corporate growth from 15 employees to nearly 180 employees.

Executive Performance

Independent Consultant/Owner (2011—Present)

INTERNATIONAL BUSINESS CONSULTANT / FINANCE MANAGEMENT / REAL ESTATE VENTURES

Directed and led several business initiatives during and after a 2-year sabbatical from Executive Management for worldwide exploration and travel. Provided expert consultation on International Business matters including start-up, legal, financial, and immigration matters.

Benn-Miller Group (1989—2010)

Serving Industrial and Semiconductor process markets

REGIONAL MANAGER, Business Development & Sales

Business Development | Multimillion-Dollar YOY Growth | Global Sales

Recruited to lead sales and drive accelerated growth of company's core services while managing five offices with more than \$6-million in annual sales; identified solutions for various measurement and control products and applications for Manufacturing clients. Built a solid sales infrastructure from the ground up, expanded penetration in new markets, and delivered immediate results producing new business while directing business development, deal organization, and building credibility and rapport with new and existing customer stakeholders.

ORGANIZATIONAL LEADERSHIP

- Valued mentor and leader—provides employees with the autonomy to do their work well while building strong, personal relationships in order to improve communication as well as advance business development efforts.

JOHN H. SMITH

info@greatresumesfast.com ♦ 800.991.5187

- Experienced, results-driven leader who accelerates customer success, delivers implementation results, and champions adoption; record of accomplishment with high client satisfaction and a showcase of successful project delivery.
- Managed top-performing global teams including 20 staff with 7 direct reports; optimized organizational operations, staffing and succession plans, hired resources, conducted performance reviews, and ensured compliance with company policies.
- Advanced in various executive leadership roles managing resources and promoting career growth; recognized for building high-performance teams from a start-up to a high-performing state.
- Led and monitored complex projects and worked cross-functionally with various internal groups to determine project scope, requirements, and resources; managed RFP's, and determined best practices while ensuring project activities aligned with business objectives.

BUSINESS DEVELOPMENT

- Built and nurtured C-Level relationships through many varied engagements, successfully implementing solutions, quickly resolving issues, and closing new business opportunities.
- Evolved selling strategy across a new portfolio of sales opportunities by introducing solutions for the Mining industry; diversified customer base by successfully leveraging sales for various industrial processes with Mining clients for new contracts.
- Established Global partnerships and new sales channels with International opportunities in Canada for automotive, gas and oil, electric utilities, and mining industries.
- Reengineered valve design that ultimately captured a large, multimillion-dollar business opportunity with Kimberly Paper in Vancouver—awarded contract for quick response and resolution of a critical valve design.

SALES STRATEGY

- Accelerated revenue and profit growth with a five-fold increase in the sales pipeline through the development and implementation of sales strategies including the deployment of new sales teams and services.
- Prescribed solutions that provide immediate ROI while instituting a longer transformational strategy for maximum business value, service optimization, and system flexibility; ensured client success and established trusted advisor status with business and Executive stakeholders.
- Spearheaded new start-up sales offices and new business opportunities providing Domestic and International clients with expert advice, scalable industrial solutions, and opportunity to utilize turnkey solutions for various industrial needs and requirements; quickly established trusted business relationships with key industrial contacts.
- Built top-performing sales as highest performing Sales leader.

EARLY CAREER:

Power Production Engineer—San Francisco Public Service Company

Quickly promoted in various Engineering Management roles and selected to participate in the Accelerate Production Training program for an advanced management career path.

Education

Bachelor of Science in Industrial Management—State University; Los Angeles, CA