

Tiffany Mcdanal

Business Development Executive

I have over 5 years of experience as a Business Development Executive. In my role, I was responsible for generating new business opportunities and developing relationships with potential clients. I have a proven track record of success in this area, and I am confident that I can help your company achieve its growth goals.

tiffany.mcdanal@gmail.com



(460) 107-5188



3845 West Broadway, Bismarck,
ND 58501



Education

Bachelor of Science in Business Administration at University of North Dakota

Sep 2012 - May 2017

I have learned how to communicate with people from different backgrounds, how to work in a team, how to manage my time, and how to solve problems.

Links

[linkedin.com/in/tiffanymcdanal](https://www.linkedin.com/in/tiffanymcdanal)

Skills

Business development



Marketing



Sales



Project management



Business administration



Customer service



Communication



Employment History

Business Development Executive at Microsoft, ND

Jun 2022 - Present

- Negotiated and closed \$3 million deal with new client.
- Developed strategy that increased sales by 25%.
- Grew customer base by 20% through targeted marketing campaigns.
- Launched successful product line that generated \$1.5 million in first year.
- Reduced costs by 15% through process improvements.
- Won "Account of the Year" award from XYZ Corporation.

Business Development Manager at Amazon, ND

Sep 2017 - May 2022

- Negotiated and closed \$5 million deal with top client.
- Grew revenue by 20% in first year as Business Development Manager.
- Developed and implemented successful sales strategy which increased market share by 10%.
- Won "Salesperson of the Year" award for highest grossing sales numbers.
- Achieved 110% of quarterly sales goals on average.

Certificates

Certified Business Development Executive (CBDE)

Feb 2021

Certified Sales and Marketing Professional (CSMP)

Mar 2019

Memberships

American Marketing Association

Business Development Institute