

# Elnora Fingland

## Business Development Manager

### Profile

I am a Business Development Manager with over 5 years of experience. I have successfully closed deals with clients in various industries, and have also managed teams of salespeople. My skills include pipeline management, lead generation, and account management. I am a strategic thinker who can see the big picture and develop creative solutions to problems. I am also an excellent communicator, both written and verbal.

### Employment History

#### Business Development Manager at Saint Louis University, MO

Jun 2022 - Present

- Secured \$2 million in funding from Venture Capitalists for startup company.
- Grew business by 50% in first year as Business Development Manager.
- Hired and trained a team of 5 salespeople who went on to achieve quota.
- Negotiated and closed 10 deals with Fortune 500 companies.
- Wrote proposals that resulted in \$1.5 million dollars worth of new business.

#### Senior Business Development Manager at Washington University in St. Louis, MO

Aug 2017 - Apr 2022

- Negotiated and closed a \$5 million contract with ABC Corporation.
- Grew XYZ Company's market share by 2% in the Northeast region.
- Led a team of 12 salespeople to achieve quarterly targets.
- Achieved quota of 120 new accounts in first year as Sales Manager.
- Exceeded monthly sales targets for 8 consecutive months.
- Trained and mentored 5 new sales reps, resulting in an increase in productivity.

### Certificates

#### Certified Business Development Manager (CBDM)

Nov 2020

#### Certified Sales and Marketing Professional (CSMP)

Feb 2019

### Memberships

American Management Association

National Association of Business Development

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### Education

#### Bachelor of Science in Business Administration at Washington University in St. Louis

Aug 2013 - May 2017

I've learned how to communicate with people, how to work in a team, how to present myself and my ideas, how to write reports, and how to use different software programs.

### Links

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

### Skills

Business development

Marketing

Sales

Project management

Business analysis

Process improvement

Change management

### Languages

English

Portuguese