

Victor Cluley

Business

Development Officer

Details

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Profile

I am a Business Development Officer with over 3 years of experience in the industry. I have worked extensively with clients and businesses to develop and implement strategies that drive growth. I have a proven track record in developing new business opportunities, managing projects, and achieving results. I am an excellent communicator with strong interpersonal skills, which helps me build relationships easily. I am also highly organized and detail-oriented, which allows me to manage multiple projects simultaneously while ensuring accuracy and quality.

Employment History

Business Development Officer at Fidelity Investments, MA

Apr 2022 - Present

- Developed and implemented a new business development strategy that increased sales by 25% in the first year.
- Negotiated and closed 10 major deals with new clients, totaling \$5 million in revenue.
- Led a team of 5 Business Development Representatives and achieved quota for the team in 3 out of 4 quarters.
- Wrote proposals that won 6 out of 7 RFPs issued.
- Grew territory from 0 to \$1.2 million in annual recurring revenue within 12 months.

Business Development Associate at State Street Corporation, MA

Sep 2019 - Mar 2022

- Negotiated and closed 10 major contracts with clients, totaling \$1.5M in revenue.
 - Wrote proposals that resulted in the company being awarded 5 new projects, worth a total of \$900K.
 - Grew client base by 20% through effective networking and business development strategies.
 - Developed strong relationships with key stakeholders within target industries to generate leads.
 - Researched and identified potential new markets for the company's products & services.
 - Implemented successful marketing campaigns that increased website traffic by 30%.
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Education

Bachelor of Science in Business Administration at Boston College, MA

Sep 2015 - May 2019

I have learned excellent written and verbal communication skills, critical thinking and problem solving skills, teamwork skills, and time management skills.