

JOLEEN STRUPE

Business Development Specialist

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123 Main St, Manchester, NH 03103



PROFILE

I am a Business Development Specialist with over 5 years of experience in the field. I have worked extensively with clients and businesses to develop mutually beneficial relationships. My skills include client acquisition, contract negotiation, project management, and sales. In my previous role as a Business Development Manager at XYZ Company, I successfully increased revenue by 20% through new business development within the first year. I am adept at developing creative solutions to complex problems and have a proven track record of success in achieving goals.

LINKS

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

SKILLS

Business development

Marketing

Sales

Project management

Business analysis

Process improvement

Change management

LANGUAGES

English

Russian

EMPLOYMENT HISTORY

● Business Development Specialist at The Business Development Specialist provides technical assistance to businesses in the state of New Hampshire. They work with businesses to create and implement programs that will improve the economic development of the state., NH

May 2022 - Present

- Negotiated and closed \$3 million in new business contracts.
- Developed and implemented successful marketing campaigns that increased leads by 20%.
- Trained and mentored 5 junior Business Development Representatives, resulting in a 30% increase in sales productivity.
- Researched and identified new target markets, leading to a 15% expansion of the customer base.
- Wrote proposals that won 4 major bids worth a total of \$5.2 million dollars.
- Attended 50+ industry events per year, building relationships with key decision makers at potential client companies.

● Business Development Specialist II at , NH

Jul 2017 - Apr 2022

- Led the development of a new business unit, which achieved \$5 million in sales within the first year.
- Negotiated and secured multiple contracts worth a total of \$10 million over 3 years.
- Grew existing customer base by 20% through effective account management and relationship building.
- Developed and implemented successful marketing campaigns that generated leads resulting in closed sales totaling \$3 million dollars.
- Created comprehensive proposals that resulted in the win of 4 major projects valued at approximately \$2.5 million each.

EDUCATION

Bachelor of Science in Business Administration at Dartmouth College

Aug 2013 - May 2017

Some skills I've learned are: time management, teamwork, communication, and critical thinking.

CERTIFICATES

Certified Business Development Professional (CBDP)

Apr 2021

Certified Sales and Marketing Specialist (CSMS)

Dec 2019