

# JONATHON J. DOE

555-555-5555 ■ someone@example.com

*Deliver cutting-edge solutions to design, develop, implement, market, and evaluate projects of high-level strategic importance.*

Recognized as the “go-to” for transforming corporate vision into action.

## VICE PRESIDENT, BUSINESS DEVELOPMENT

PRODUCT DEVELOPMENT ■ CONSULTING

Finance | Marketing | Leadership | Sales | Process Improvement | Multicultural Relations

**Dynamic driving force behind the establishment of deal flow relationships with C-level executives across 2,500 companies spanning North America.**

**Hard-charging, multifaceted executive** armed with 10+ years' experience delivering solutions that drive corporate success and viability. Strong financial management history spanning from small start-up enterprises to multinational, Fortune 500 companies.

**Hands-on, charismatic leader** who leads teams to achieve unparalleled growth and success. Unrivaled recognition for nurturing relationships with top-tier management and multi-stakeholders to build industry presence.

**Technically sophisticated, public speaker** equipped to deliver powerful presentations that capture the attention of decision-makers. Confident, quick study who can rapidly absorb information on businesses and markets.

Negotiations & Closing • Analytical Tools • Due Diligence • Training & Development • Budgeting  
Performance Management • Team Leadership • Strategic Planning • Consulting • Financial Statements  
M&A • Project Management • Risk Assessment • Needs Assessment • Relationship Management

## CAREER PROGRESSION & PERFORMANCE HIGHLIGHTS

XXXX XXXXX, LLC ■ XXXXX, XX

2008 – Present

*Leading global private investment firm located across the US and Europe with \$8.5B of capital under management, investing in 200+ companies worldwide with \$8B+ in sales.*

### Director of Business Development

#### Position Scope:

Assumed executive leadership role charged with spearheading marketing strategies to pinpoint divesture prospects and capture private opportunities from corporations. Preside over three direct reports with senior management responsibility to pilot initiatives such as sourcing divestures, distressed debt, and direct lending opportunities.

#### Notable Contributions:

- Captured high-growth opportunities utilizing experience-backed judgment to extract maximum value and solidify C-level relationships.
- Ranked in top 5% of company—sought out to spearhead initiatives with added responsibility and authority.
- Drove profit margins while leading teams to source 40% of the transactions that closed.
- Instrumental in generating 31 bids from 500+ opportunities identified—by capitalizing on cross-functional expertise.
- Selected to undertake a more expansive, dual role combining business development with additional leadership duties to effectively balance productivity.
- Earned maximum bonuses 10 out of 13 quarters; recognized for delivering exceptional rather than expected results.
- Maximized opportunities by creating groundbreaking, high-visibility deal flow relationships in 2,500+ companies.
- Met the challenge and influenced at the highest levels by relating to political sensitivities of high net worth individuals.
- Made key contributions in 2010 and outpaced the team by sourcing 10% of the firm's 30 investments.