

# JONATHON J. DOE

DELIVERING IT EXPERTISE TO THE AUTOMOTIVE INDUSTRY

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## SENIOR BUSINESS DEVELOPMENT EXECUTIVE

*Contributing cost-effective, leading-edge technology business solutions that drive operational excellence and revenue growth.*

### INFORMATION TECHNOLOGY

GLOBAL RELATIONS | CONSULTING | SALES MANAGEMENT

**Highly accomplished, take-charge Executive** with record of quantifiable achievements leading world-class teams within high-tech, multinational corporations. Effective at planning and executing multifaceted global business development pursuits.

- ✓ **Consistently surpassed sales objectives and achieved unrivaled recognition as Inner Circle Participate and Global Sales Support Top Performer—5 out of 10 years.**
- ✓ **Won several of largest, revenue-generating contracts within GM Account Solutions for GM customers/dealers.**

**Resourceful decision-maker** who thrives on opportunity to drive people, process, and innovation. Cultivates long-term relationships with key stakeholders to create strategic partnerships and secure high-volume contracts with multimillion-dollar companies.

- Relationship Management / Strategic Alliances
- International Business Development
- Sales Forecasting and Tracking
- Process Development / Risk Management

- Contract Negotiations / Closings
- Competitive Mkt Analysis / Solution Development
- Pursuit Management / Proposal Development
- Strategic Planning and Execution

## CAREER PROGRESSION

XXXXX XXXXXX DIVISION, XXXXXXX, MI

2000 - Present

*Leading global technology company operating in over 170 countries.*

**Senior Sales Support Executive, GM Global, Customer Care/After-sales (CCA) Division, XX, MI (2005 – Present)**

Assumed leadership role accountable for selling EDS HP portfolio offerings to GM CCASPO. Work closely with HP leadership to pinpoint high-growth accounts, secure contract opportunities, and meet/exceed annual revenue and contract value targets.

Position sales units to negotiate, outperform, and win high-volume contracts. Qualify opportunities to provide best solution offerings in alignment with GM and client CCA needs. Launch market growth initiatives including, market sizing, client relationship mapping, competitive analysis, partnering initiatives, and identification of new technology plays.

### CCA Performance Highlights

- Secured several major Technical Documentation Services contracts, including new innovated electronic solutions for GM consumers and dealers.
- Sold multiple key contracts to GM Dealer Diagnostics Tools and Services.
- Landed numerous Parts Warehouse Management contracts including a significant HP portfolio offering.
- Won several other IT contracts across vital CCA process areas such as Service Engineering, Procure and Schedule, Process and Distribute, Sales and Marketing, and Customer Support.
- Rolled out several internal pursuit process improvements to establish best practices in business development.

### 2009, 2006, and 2005

Corporate Recognition as GSS Top Performer.

**2009** – \$61M—300% Target over Achievement

**2008** – \$13M —37% Target Achievement

**2007** – \$16M—45% Target Achievement

**2006** – \$84M—210% Target over Achievement

**2005** – \$56M—137% Target over Achievement