

# Amelia Stanford

*Business Development Manager*

Business Development Manager with over 7 years of industry experience, a proven track record of improving the market position of companies, and maximizing opportunities for financial growth. Raised profits by 35% in 4 years at XYZ Group by controlling costs through strategic product development and created a sales-training program resulting in a \$2.4M jump in annual profits in 2 years.

## Contact

### Address

Any City, State, 776525

### Phone

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### E-mail

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### WWW

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## Skills

Vendor management  Excellent

Sales expertise  Very Good

Performance metrics  Excellent

CRM  Very Good

Sales Engineering  Good

Product Development  Excellent

## Work History

2016-01 -

**Current**

### Business Development Manager

*XYZ Group, Miami, FL*

- Created, managed and executed business plan and communicated company vision and objectives to motivate teams.
- Reduced or eliminated different types of financial discrepancies by improving documentation and reporting accuracy for budget and operational controls.
- Implemented business growth ideas that increased profitability by 35% in 4 years.
- Slashed business operational costs 18% through creating a business-wide idea program that generated 250 employee ideas per year and implemented 10 of them.
- Led a strategic product development drive that created 30 new high-margin products in a 2-year period.
- Effected team coordination that led to achieving a \$2.4M increase in profits year on year, for in 2 years.

2014-01 -

**2016-01**

### General Manager of Operations

*UVW Group, Palm Beach, FL*

- Managed a staff of 37 and led them to improve production and team productivity by 18% and

21% respectively in 2 years.

- Raised profitability by 15% through focusing on better retail management and marketing
- Set, enforced and optimized internal policies to maintain efficiency and responsiveness to demands.

## Education

2009-01 -  
2013-01

### **Bachelor of Science: Business Administration**

*Berkshire University - London, UK*

- Graduated with 4.0 GPA
- Awarded Best Graduating Student

## Certifications

2018-03

Certified Business Process Management Professional (CBPM)

2016-02

CSP - Certified Sales Professional