

JORDAN TAYLOR

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PROFESSIONAL SUMMARY

Dynamic Corporate Sales professional with 8+ years of proven experience in business development, account management, and strategic partnership cultivation. Consistently exceeds sales targets through consultative selling, market analysis, and relationship building to drive revenue growth for global organizations.

EXPERIENCE

Senior Business Development Manager · Tech Innovators Inc. *2019 – Present*

- Spearheaded a team to secure \$10M+ in new corporate accounts across finance and healthcare sectors.
- Built strategic partnerships resulting in a 40% increase in year-over-year sales revenue.
- Developed tailored solutions for Fortune 500 clients, optimizing contract lifecycles and upselling value-added services.

Corporate Sales Executive · Enterprise Solutions Ltd. *2016 – 2019*

- Managed sales cycles from prospecting through close, consistently exceeding quarterly quotas.
- Collaborated with marketing to launch campaigns resulting in 500+ new leads per quarter.
- Delivered product presentations and negotiated contracts with C-level executives.

EDUCATION

New York University *2012 – 2016*

Bachelor of Science in Business Administration

Concentration: Marketing & Sales Management

KEY SKILLS

Business Development
B2B Sales
Strategic Partnerships
Account Management
Negotiation
Market Research
Salesforce CRM
Consultative Selling
Pipeline Management
Revenue Growth