







ALIYA JACKSON

A results-driven business development manager with eight years of experience specializing in sales strategy, client relations, and account management. A proven track record of leading dynamic cross-functional teams to develop and deliver innovative client solutions. Adept at cultivating long-term strategic partnerships to maximize revenue growth.

CONTACT

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-  San Diego, CA 12345

KEY SKILLS

- Account management
- Strategic partnerships
- Marketing strategy
- Sales negotiation
- Cross-functional leadership

EDUCATION

Bachelor of Business Administration
(B.B.A.) | 2016
California State University,
Fullerton, CA

PROFESSIONAL EXPERIENCE

Senior Business Development Manager | Tech Innovators Group, San Diego, CA
July 2019 to present

- Manage a portfolio of 25+ accounts generating \$150,000 to \$500,000 annually, cultivate long-term relationships, and deliver tailored solutions for client needs
- Identify opportunities to cross-sell products and lead the implementation of targeted sales strategies, resulting in a 27% increase in account growth
- Lead a 12-person business development team and provide coaching and mentorship to enhance sales performance and facilitate professional development

Business Development Manager | Smart Solutions LLC, Irvine, CA
June 2016 to July 2019

- Oversee all aspects of business development and sales strategy for a portfolio of 18 client accounts, generating up to \$250,000 in annual recurring revenue (ARR)
- Collaborated cross-functionally with the marketing team to develop and implement digital advertising campaigns, contributing to a 17% increase in client acquisition
- Performed competitive analysis and market research to uncover new business opportunities, resulting in a 22% increase in sales over three years

CERTIFICATIONS

- Certified Sales Executive (CSE), NASP | 2016