

SL

Samantha Lee

Strategic construction business development manager driving growth and partnerships

Experienced professional with eight years in construction sales and business development. Skilled in client acquisition, contract negotiation, and strategic planning.

CONTACT INFORMATION



(123) 456-7890



email@example.com



LinkedIn



City, ST

KEY SKILLS

- Business-to-business (B2B) sales strategy
- Client relationship management
- Market analysis
- Proposal writing
- Revenue forecasting

Professional Experience

CONSTRUCTION BUSINESS DEVELOPMENT MANAGER | URBAN BUILD PARTNERS, BOSTON, MA

AUGUST 2015 - PRESENT

- Generated \$15 million in new contracts by fostering partnerships with corporate clients
- Developed and implemented sales strategies, increasing market share by 10% annually
- Conduct market research to identify trends and opportunities for growth

SALES EXECUTIVE | PRECISION CONSTRUCTION SUPPLIES, BOSTON, MA

JUNE 2013 - AUGUST 2015

- Managed a portfolio of 50+ clients, achieving 120% of annual sales targets
- Negotiated vendor contracts, securing favorable terms and reducing costs by 15%

Education

- Bachelor of Business Administration
Northeastern University | Boston, MA | May 2013