

HOT STUFF STEVENS

2900 Tall Lake Drive; Memphis, Tennessee, 39106

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PROFESSIONAL OBJECTIVE

Seeking a position with a team that collectively embraces and advances the initiatives of leadership, customer service excellence, profitability and operational efficiency

CAREER SUMMARY

- **Business Development Manager** with **over 8 years** of experience developing revenue growth within the “**Big Box**” **Retail Sales Industries** for **multi-billion dollar** market leaders such as **Target, Wal-Mart** and **Quest Pharmaceuticals, Inc**
 - Outstanding negotiator; identifies new business through networking, cold calling & prospecting and referrals; navigates through obstacles and roadblocks to “**close the deal**”
 - Collaborates with **District, Regional** and **National Account Mangers** to recommend and implement competitive product positioning and promotions
 - Excels in culturally diverse, and ever changing environments and builds positive and profitable business relationships grounded in mutual confidence and trust
 - Self starter; demonstrates and delivers consistent work output with the ability to excel during periods of peak performance; **bilingual:** speaks both **English** and **Spanish** dialects fluently
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ACCOMPLISHMENTS AND ACHIEVEMENTS

- * Delivers explosive growth; **5,000%** (+) to plan; cultivated market growth expanding the business portfolio from **\$5,000** to **\$50M** within **12 months** - **saved the company**
- * Recognized for outstanding job performance; took the District team from **#350** to **#1** within **three (3)** months of arrival - was **fast track promoted** from District Manager to **Vice President of Operations**
- * Leads the team in all areas - **ranks #1 in the country;** “**Top Sales**” for 36 consecutive months; highest volume; most account acquisitions; and yields the **Highest Profit Margin** per unit sold
- * Recipient of consecutive **Presidents Club; Circle of Excellence** and **Million Dollar Club Honors** - also received the coveted **MVP Designation** for delivering **80%** of the total corporate bottom line

PROFESSIONAL EXPERIENCE

- **Executive Account Manager**, The Corporate Ladder, Jacksonville, Florida, 01/09-Present
 - Selected to single handedly launch and roll-out the **350** employee **Arlington Office** from the ground-up - led all aspects of strategic planning and resource allocation
 - Briefs **Company Presidents, Chief Executive Officers (CEO)** and **Vice President of Operations** on a daily basis; conducts desk top/formal
 - Develops the **Sales, Marketing** and **Technical Support** infrastructure for the global tactical effort/initiative and builds lasting business relationships