

Uche Iwotor
Business Development Representative
Richardson, Texas • uiwotor@gmail.com • + 1 (972) 408 7618

SUMMARY

Experienced in driving business growth through strategic partnerships and exceeding sales targets across diverse industries. Demonstrated success in business development, sales, and recruitment coordinator roles, enhancing operational efficiency and fostering a positive work environment. Proven ability to revolutionize student enrollments and curriculum development, achieving notable increases in post-graduation employment rates. Equipped with strong business acumen and proficiency in Google Analytics and Excel, I am committed to delivering impactful results and driving innovation in any professional setting.

PROFESSIONAL EXPERIENCE

Business Development Representative	Dallas, Texas
D. B. & S. C.	Feb 2021 - Present

- Generated leads and negotiated mutually-amicable partnerships with local food vendors for catering and event coordinating
- Consulted with employees to monitor and maintain a harmonious work environment with ideal employee-relations
- Curated employee-tailored itineraries, focusing employee requirements increasing individual and collective productivity

Field Sales Technician	Plano, Texas
Vivint Smart Homes	Jan 2020 - Jan 2021

- Successfully exceeded sales quotas by implementing advanced selling techniques and strategic business planning
- Cultivated and maintain strong relationships with a diverse client base
- Conducted in-depth market analysis using CRM data to identify and capitalize on emerging trends in the smart home industry

Recruitment Coordinator	Carrollton, Texas
D. B. & S. C.	Nov 2018 - Dec 2019

- Facilitated student enrollments by effectively addressing inquiries and ensuring adherence to Texas state regulations
- Developed and implemented a tailored industry-focused curriculum, resulting in a 15% rise in post-graduation employment rates.
- Regularly evaluated training effectiveness using Excel and Google Analytics, adjusting programs to optimize ROI

EDUCATION

RICHLAND COLLEGE	Dallas, TX
<i>Associates of Science, Major in Business Administration</i>	CUMULATIVE GPA: 3.5

THE UNIVERSITY OF TEXAS AT DALLAS	Richardson, TX
<i>Bachelor of Science, Major in Business Administration</i>	CUMULATIVE GPA: 3.3

ADDITIONAL INFORMATION

-
- Technical Skills: Google Analytics, Excel, Powerpoint, Microsoft Office, Negotiation, Client Retention