Takeshi Collins

Business Development Manager

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SUMMARY

Business development manager with 5 years opening new accounts in logistics software and industrial distribution. Built a pipeline of $4.2M in qualified opportunities last year and closed 18 new-logo accounts worth $1.1M in first-year contract value. Known for research-backed outreach and handoffs that account managers can actually run with.

EXPERIENCE

Business Development Manager — Haulmark Logistics Software

Charlotte, NC · Apr 2022 – Present

- Closed 18 new-logo accounts in regional trucking and 3PL worth $1.1M in first-year contract value, against a $900K quota.
- Built and ran outbound sequences across email, LinkedIn and cold calls that generated $4.2M in qualified pipeline in the last 12 months.
- Signed a referral partnership with a freight-broker trade association covering 600 member companies, which sourced 22 qualified leads in its first 2 quarters.
- Shortened average sales-cycle length from 95 to 68 days by building a discovery-call framework now used by 4 other reps.

Business Development Representative — Keystone Packaging Supply

Charlotte, NC · Jan 2020 – Mar 2022

- Prospected into mid-size manufacturers and food processors, booking 240 discovery calls a year and converting 31% to qualified opportunities.
- Partnered with the sales director to launch an account-based outreach list of 150 target companies, which produced 14 closed deals worth $380K.
- Documented a 6-step qualification checklist that cut handoff rejections from account executives by half.

SKILLS

Pipeline: Outbound prospecting, account-based outreach, cold calling, lead qualification (BANT, MEDDIC basics)

Tools: Salesforce, HubSpot, Outreach, LinkedIn Sales Navigator, ZoomInfo

Partnerships: Channel and referral partnerships, co-marketing, contract negotiation

Communication: Discovery calls, executive outreach, proposal writing, trade-show networking

CERTIFICATIONS

HubSpot Sales Software Certification, 2021

EDUCATION

B.A. Business Administration, University of North Carolina at Charlotte, 2019

Fictional example by FindAJobAI: the person, employers and numbers are invented.