**[Customer Service Business Development](https://www.postjobfree.com/resume/ad1txg/customer-service-business-boston-ma)**

**Location:**Boston, MA

**Posted:**December 09, 2023

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**Resume:**

Summary

Business administration

Business planning

Self-motivated professional successful in seizing viable opportunities for expansion and innovation in business. Background in increasing profits, reducing costs and transforming customer service standards. Experienced in leading and supervising operational and sales teams. Hard-driving business leader offering skill in strategic business planning and team development. Skillfully recruit and train employees at all levels to meet customer and business demands. Articulate, forward- thinking and resourceful in meeting unique needs. Talented Owner with excellent marketing, customer service and facility oversight skills and more than number years of experience. Highly effective and comfortable working with people at all levels in organization. Creative Business Owner with exceptional background spent in the industry. Proven leader with engaging demeanor and success working in most demanding environments. Talented in training and mentoring successful teams. Collaborative leader with dedication to partnering with coworkers to promote engaged, empowering work culture. Documented strengths in building and maintaining relationships with diverse range of stakeholders in dynamic, fast-paced settings. Strong leader and problem-solver dedicated to streamlining operations to decrease costs and promote organizational efficiency. Uses independent decision-making skills and sound judgment to positively impact company success.

Experience

Business Development Representative

Flagship Merchant Services • Boston, MA 02/2017 - 12/2021 In the POS industry of sales

Maintained extensive knowledge of company

products and services to provide top-notch

expertise to customers.

Brought in new accounts through successful

networking strategies and promotional approaches.

Networked among local business and community

organizations to develop leads and generate

business.

Expanded business through effective network

development, identifying new, and prospective

clients.

Business Development Representative

Metrilo • Boston, MA 01/2021 - 06/2023

Joseph Clougherty

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6174483120

winthrop, Massachusetts

In the email marketing industry

Maintained extensive knowledge of company

products and services to provide top-notch

expertise to customers.

Brought in new accounts through successful

networking strategies and promotional approaches.

Networked among local business and community

organizations to develop leads and generate

business.

Expanded business through effective network

development, identifying new, and prospective

clients.

Owner/Operator

Food Truck 01/2018 - 11/2023

Managed day-to-day business operations. Consulted with customers to assess needs and propose optimal solutions. Enhanced operational efficiency and productivity by managing budgets, accounts, and costs. Maintained the financial books for the company Marketing via facebook and instagram Owner/Operator

Aloha Painting & Junk Removal • winthrop, Massachusetts 01/2018 - 11/2023 Managed day-to-day business operations. Consulted with customers to assess needs and propose optimal solutions. Enhanced operational efficiency and productivity by managing budgets, accounts, and costs. Trained and motivated employees to perform daily business functions. Sports Business Investing Real estate Cooking Education

Finance & Marketing

University of New Hampshire 05/2015

Drama

University of New Hampshire 01/2015

Sales

University of New Hampshire 01/2015

leadership

Nicholas College 01/2011