

Jessica Ford Ford

A strategic business development director with 15+ years of experience driving revenue growth, leading sales teams, and developing high-impact partnerships. Proven success in expanding market reach and executing multimillion-dollar sales strategies.



CONTACT

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KEY SKILLS

- Sales leadership
- Revenue forecasting
- Key account management
- C-level negotiations
- Market expansion

PROFESSIONAL EXPERIENCE

July 2017 - Present

Business Development Director, Visionary Solutions | Chicago, IL

- Lead sales and business development efforts, securing over \$50 million in new contracts and increasing annual revenue by 42%
- Managed a 25-person sales team, implementing training programs that boosted performance and closed deals 30% faster
- Spearheaded an international expansion initiative that grew operations in Europe and Asia, generating over \$20 million in new revenue

April 2012 - July 2017

Senior Business Development Manager, GrowthTech Inc. | Chicago, IL

- Defined and executed business development strategies that contributed to a 38% increase in company-wide revenue
- Established and maintained relationships with C-suite executives, leading to multimillion-dollar long-term partnerships
- Developed and implemented a new sales pipeline management system, improving forecasting accuracy by 25%

EDUCATION

Master of Business Administration (MBA)

Northwestern University – Kellogg School of Management, Evanston, IL | January 2013 - March 2017

Bachelor of Science (B.S.) in Marketing

University of Illinois Urbana-Champaign, Champaign, IL

CERTIFICATIONS

- Certified Business Development Executive (CBDE), Business Development Institute, January 2014