

Samuel Blake

Professional summary

Experienced Business Development Manager with 8+ years in B2B tech and telecom, focused on driving strategic growth and client acquisition. Delivered over \$7M in annual sales through partnerships and consultative selling.

Experience

Business Development Manager

January 2020 - Now

OrionWave Communications / Chicago, IL

- Build strategic partnerships with C-level stakeholders across the Midwest, closing more than \$3.6M in enterprise-level contracts in 2023 while expanding into two new industry verticals.
- Design and launch a partner referral program that drove a 60% lift in qualified inbound leads within the first nine months and helped the company penetrate untapped regional markets.
- Conduct competitive market research to identify white space opportunities and adjusted territory strategies, contributing to a 22% year-over-year revenue increase in 2024.
- Mentor and train 4 junior SDRs, creating onboarding materials and call scripts that shortened their ramp-up time by 30% and improved lead qualification accuracy.

Business Development Executive


June 2017 - December 2019


CloudEdge Tech / St. Louis, MO


- Developed outreach strategies targeting logistics and supply chain sectors, securing the company's first 10 accounts in this niche and generating over \$1.5M in new ARR.
- Delivered custom product demos and built ROI models that clarified value for high-stakes enterprise clients, leading to a 35% increase in signed contracts over 18 months.
- Collaborated with product managers and client success teams to ensure smooth handoffs and build long-term customer loyalty, resulting in a 90% renewal rate.
- Created quarterly performance reports for executive leadership, offering insights that influenced product roadmap prioritization and go-to-market adjustments.

Additional Information

Spoke at the 2024 Midwest B2B Growth Summit on “Scaling Relationship-Driven Sales in Competitive Markets.”

 (773) 555-7863

 samuel.blake@outlook.com

 Chicago, IL

Education

Bachelor of Business Development & Sales Strategy

DePaul University – Chicago, IL | 2017

Certifications

- LinkedIn Sales Navigator Mastery | 2025
- Negotiation Mastery – Harvard Online | 2024

Skills

Strategic Prospecting	<div><div></div><div></div><div></div><div></div><div></div></div>
Enterprise Sales	<div><div></div><div></div><div></div><div></div><div></div></div>
Market Expansion	<div><div></div><div></div><div></div><div></div><div></div></div>
CRM Reporting (Salesforce)	<div><div></div><div></div><div></div><div></div><div></div></div>
KPI Optimization	<div><div></div><div></div><div></div><div></div><div></div></div>
Partner Relations	<div><div></div><div></div><div></div><div></div><div></div></div>
Product Presentations	<div><div></div><div></div><div></div><div></div><div></div></div>
Cross-Functional Teams	<div><div></div><div></div><div></div><div></div><div></div></div>
Deal Negotiation	<div><div></div><div></div><div></div><div></div><div></div></div>
Sales Enablement	<div><div></div><div></div><div></div><div></div><div></div></div>