



DEVID PATTERSON



Address
City, State, Zip



Email
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Phone
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LinkedIn
Skype / address

From

DEVID PATERSON

121212 Street name
City, Province
State, Country

To

WHITE MINT AGENCY

121212 Street name
City, Province,
State, Country

Sales/Management/Communication/Business Development Problem Solving/Leadership/Team Building Strategies/Coaching/Product Development

Ability to manage projects and develop effective business strategies

During my tenure at Some Group, I succeeded in conceptualizing and creating the go-to-market strategy. This action plan specified the understandable roadmap, implementation of which was completed with product positioning and sales to deliver the product to the final customer and, as a result, arrive to the necessary profit and goals. My decision to renegotiate licenses to improve business operations resulted in 17% revenue increase and 10% savings.

I effectively utilized my management experience while I was responsible for launching a product at Mobile World Congress. During 18 months I supervised the project and subsequently introduced it on the market. At Some Group, I also was hired to manage another three-years-old project, which lagged behind.

Ability to communicate effectively and establish strong work relationships

While working at different companies, I had to interact with cross-functional teams at all levels. At Somewhere, I was hired for a special management program, so I extensively used my communication skills when providing training, mentoring and guidance to the engineers, managers, and associates. I had to ensure effective performance within a complex organization and interpersonal skills were crucial to lead and develop teams. I motivated and directed my co-workers to assure excellent performance and assisted them if needed. As a result, I established good work relationships between employees and led them in solving problems and making decisions. Also, I successfully acted as a key liaison between various internal departments' customers and vendors. Building strong relationships with industry leaders was crucial to develop common telecommunication and mobile solutions. I acted as a strong team leader with the ability to strategically balance time and resources while ensuring high team performance.