

TIMOTHY DUNCAN

SKILLS

Communication • Customer-Oriented • Leadership • Team Coordination • Negotiation • Business Intelligence • Critical Thinking • Creativity • Sales & Marketing • Pricing Strategy • Time Management • Hubspot •

INDUSTRY EXPERTISE

Sales training

Product-led growth

Partnerships

LANGUAGES

English Native
Spanish Advanced

FAVOURITE QUOTE

A person who is quietly confident makes the best leader

— Fred Wilson, Union Ventures

PASSIONS

★ **Developing my team into biz dev stars**
Not only is it very satisfying, but it also adds more business value than anything else a leader does.

♥ **Giving back to my community**
With my two kids, I spend at least one day each month on charity or volunteering in the community.

🐾 **Horse-riding & spending time in nature**
Recharging during the weekend is vital for leading a high-performing team.

Director of Business Development

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🌐 [linkedin.com/in/timothy-duncan-jr/](https://www.linkedin.com/in/timothy-duncan-jr/) 📍 Paterson, New Jersey

SUMMARY

Data-driven business development director with 10 years of experience working with SaaS companies. Successfully secured high-profile strategic partnerships that lead to a 130% increase in sales. Executed an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers. Excellent communicator and team leader. Seeking to leverage my business development expertise at HyperTarget.

KEY ACHIEVEMENTS

- 🔗 **Sales Training Expert**
Trained over 30 entry-level sales representatives and underperforming sales executives, leading to a 130% increase in year-over-year sales.
- 🤝 **Negotiation**
Landed major business deals with market-leading companies across various industries, which boosted brand authority and increased revenue.
- 💎 **Leadership in Times of Crisis**
During a restructuring period, formed fully operational technical sales department with \$3M annual sales within 6 months.

EXPERIENCE

Director of Business Development 2016 - Ongoing
Esycron New Jersey

Computer software company specializing in digital mapping solutions and GPS technologies.

- Secured high-profile strategic partnerships that lead to a 130% increase in sales by representing Esycron in meetings with external parties and conferences.
- Collaborated with product development teams and marketing specialists to improve our pricing structure and product design.
- Negotiated and closed seven major deals with international clients and large US-based companies with a total value of \$1.35M.

Sales Representative 2011 - 2016
RetoUnion New Jersey

A fast-moving innovative SaaS company powering online branded payment systems and services.

- Developed and executed a customer-focused growth plan, leading to a 72% increase in annual revenue within two years.
- Boosted sales performance by hiring 18 new sales representatives and coaching underperforming sales associates.
- Led an 18-month marketing plan with a \$250K budget, bringing in over 40 new customers and increasing brand awareness in the payment gateway market.

EDUCATION

MSc in Marketing Science 2006 - 2007
Columbus University

BSc in Marketing 2002 - 2005
Rutgers University

Designing The Perfect Resume

LM Reder



Designing The Perfect Resume:

Designing the Perfect Resume Pat Criscito, 2005-11-01 Job seekers will find step by step instructions for creating an effective resume that presents their background and qualifications in the very best light They will learn the difference between functional and reverse chronological resumes and get advice on which style is best for their needs They will also find tips on making the most effective use of type fonts graphic devices and attractive layout when preparing a resume as well as advice on creating electronic resumes Many different job categories are reflected in this book's 220 sample resumes which can be adapted and personalized for use by job seekers New in this are more than 100 new resume designs created by members of the National Resume Writers Association NRWA *The Complete Idiot's Guide to the Perfect Resume* Susan Ireland, 2002-12 Includes tips on writing an effective resume creating an accurate yet impressive job statement networking using software programs and other resume technologies and making the most of your experience Designing the Perfect Résumé Pat Criscito, 2000 *Designing the Perfect Résumé* Pat Criscito, 1995 Job seekers will find step by step instructions for creating an effective resume that presents their background and qualifications in the very best light They will learn the difference between functional and reverse chronological resumes and get advice on which style is best for their needs They will also find tips on making the most effective use of type fonts graphic devices and attractive layout when preparing a resume as well as advice on creating electronic resumes Many different job categories are reflected in this book's 220 sample resumes which can be adapted and personalized for use by job seekers New in this are more than 100 new resume designs created by members of the National Resume Writers Association NRWA Creating a Successful Graphic Design Portfolio Irina Lee, 2021-01-14 Being able to present yourself and your work in the best way possible is a necessary skill that all new designers must master before embarking on a career be it freelance or working within a design firm The author provides practical advice combined with insights and personal stories from leading design professionals The book focuses on the practical aspects of creating a great portfolio such as what potential employers or clients look for in a portfolio how to present yourself dealing with criticism replying to tough interview questions and more A unique chapter called Portfolio Workshop or Portfolio Clinic includes sample spreads from portfolios good and bad with critiques and helpful commentary from leading designers The author also includes templates for cover letters CVs etc Finally a Toolbox section will include sample prompts for frequently asked interview questions and a short section on running your own freelancing practice All in all everything to encourage and advise the new designer *Goof-proof Resumes & Cover Letters* Felice Primeau Devine, 2003 This is a new addition to our best selling series Success in 20 Minutes a Day over one million units life sales Grammar Success provides 20 lessons that promote an in depth understanding of grammar in a short amount of time This is full of practical yet fun exercises covering all the fundamentals of grammar rules Also includes a FREE online link to instantly scored grammar exercises *Advanced Abstract Algebra*, **Business** □□□□□□□□, 2003 *Journal of Career Planning &*

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 Right Use of Words, and to Afford Variety and Facility in Expression ...** John Hendricks Bechtel,1894 **Learning
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 page layout as well as creating complex linked documents

Reviewing **Designing The Perfect Resume**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Designing The Perfect Resume**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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