

RAY CARTER

Marketing/Sales, Strategic Planning, and Analysis.

OBJECTIVE Business Development Manager seeks opportunity to develop partnerships and revenue.

SUMMARY Manager with proven track record of working independently and as member of team to identify financial opportunities through on-going research, partner contact, and strategic analysis of content for business. As Marketing manager negotiated over \$2.5 Million in business for contracts in information services. Increased business by creating and implementing business development programs. Established sales and strategic plans to generate profits. Forecast business trends and identified future implications. Assessed potential business issues and solutions to remain competitive in continuously changing business environments. Grew business by focusing on client handling and establishing excellent relationships with partner representatives. Personable and action-oriented; able to make decisions quickly. Expertise at negotiating deals, generating revenue, building relationships, and conducting presentations. Qualities include proven analytical ability, decision making, communication, writing, and problem solving skills.

PROFESSIONAL EXPERIENCE

4/98 - Present **Encore Capital Management, L. L. C.,** Reston, VA

- **ANALYST— Business Development**

Identify business opportunities through on-going research; analyze business plans and cash flow statements. Assess growth potential and problems. Develop strategies for creating mutually beneficial partnerships with clients in related ventures and forecast results. Track, update, and prepare financial forecasts for clients portfolios.. Prepare structured internal financial reports on management infrastructure. Network with key client decision-makers to initiate mutually beneficial projects; partner with others to generate business revenue goals. Develop standardized legal terms and negotiate contracts and agreements with clients.

5/95 - 4/98

Automatic Data Processing, Inc., New York, NY

- **ACCOUNTS MANAGER,** Information Services Division

Defined business objectives and opportunities with business and client technology teams to develop revenue-generating projects. Maximized existing projects. Conducted sales seminars and worked successfully with individual clients to meet technology program implementations. Established sales and strategic plans for various products to meet clients needs based on research and knowledge of daily operations. Targeted objectives (milestones) and consistently met revenue goals in an effort to implement business development programs on a structured timeline. Provided real time information services to institutional firms in the brokerage industry. Managed implementation of technology solutions and oversaw Northeast territory and interacted daily with key decision-makers.

3/93 - 5/95 **Prudential Securities, Inc.,** Washington, DC

- **REGISTERED ASSOCIATE/ SALES ASSISTANT**

As member of a team of security brokers researched investment opportunities and tracked information on stock and debt offerings. Conducted business presentations to generate interest in different stock portfolio strategies for clients concerned with enhancing current and potential investment opportunities. Established strong client relationships and targeted strategies for growing business. Analyzed market trends and startups as well as performed estate appraisals and tax basis analysis.

COMPUTER SKILLS

MS Office Suite and MS Project. Operating Systems, Microsoft NT, Win 98 and Apple. Familiar with basic networking concepts and client server architecture. Proficient with Market Data Software: ADP, Bloomberg, and Bridge.

EDUCATION AND TRAINING

George Mason University , 1991 — Double BA, Economics and Political Science Series 7, NASD Registration, Series 63: Uniform Securities State Law.
NYIF Technical Analysis, Decker Effective communications, Waters Internet & Financial Data, and FX trading, NYU.