

## Contact

[www.linkedin.com/in/jeromerobinson2122](https://www.linkedin.com/in/jeromerobinson2122) (LinkedIn)

## Top Skills

Business Strategy

IT Sales

Project Management

## Languages

English

## Certifications

Certified Sales Professional (CSP)

Tech Recruiter Certification

# Jerome Robinson

Business Development Executive at DTI  
Chicago, Illinois, United States

## Summary

Currently responsible for managing/expanding existing accounts and developing new client relationships within an assigned portfolio of accounts across a geographic region/industry vertical. Also, fostering key business relationships, develop client-specific value-driven solutions, and increase sales and meet expectations for profitability and client satisfaction. Currently heading up all things dealing with Power, Utilities, and Renewable Energy.

## Experience

DTI (Diversified Technology Inc.)

Business Development Specialist

August 2021 - Present (4 years 1 month)

### UTIX

Business Development Operations Specialist

August 2017 - Present (8 years 1 month)

Create and develop marketing strategies for clients' product line.

Create and implement effective solutions relating to business workflow issues.

Develop product presentation and demonstration strategies.

Build customer base for clients' products or services.

Research and identify marketing trends for clients' products.

Train, mentor and lead marketing and sales professionals.

Support and drive sales and marketing teams in achieving hundred percent outcomes.

### Algotech

Project Manager Team Lead

December 2016 - September 2018 (1 year 10 months)

Chicago, Illinois

### MorphoTrust USA

Computer Support Technician

July 2016 - January 2017 (7 months)

Chicago, Illinois

Cooper Concepts

Key Account Manager

June 2015 - May 2016 (1 year)

Greater Chicago Area

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## Education

DeVry University

Network and System Administration/Administrator w/ Cisco Networking  
Fundamentals · (2014 - 2016)

Morton College

Associate's Degree, Associates In Liberal Arts · (2008 - 2010)

Saint Patrick High School Chicago

Diploma · (2004 - 2008)

Lewis University

Psychology · (2010 - 2011)