

ROBERT SMITH

Sr. Manager Of Business Development

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Self-confident and goal-driven professional with more than 30 years of successful experience in sales and marketing to targeted customers. Exceptional work ethic, outstanding interpersonal communication skills. Thrive on challenging situations while organizing and managing multiple projects. Recognized for drive, dedication, and creativity.

CORE COMPETENCIES

Sales & Marketing, Management, Osha, Osha, Leadership, Hiring, Business Development.

PROFESSIONAL EXPERIENCE

Sr. Manager Of Business Development

ABC Corporation - May 2009 – October 2020

Key Deliverables:

- Focused on a simple goal - connecting consumers with local businesses.
- Focused on managing relationships within a variety of areas including distribution of advertisers, content to enhance the offering, and products to offer to advertisers through the site.
- Developed business cases and present recommendations to executive team, negotiate terms and contracts with partners and insure that all implementations are launched successfully.
- Worked closely with marketing, product management, legal, internet operations and the ecommerce sales organizations to define, plan, negotiate and implement both relationships and special business projects.
- Experienced in reading and writing commercial contracts (With approval by General Counsel).
- Identified future growth opportunities based on analysis of the local goods and services space, competitive landscape and customer requirements and user needs.
- Responsible for the growth and development of construction and fabrication organization on a project basis.

Manager Of Business Development

Delta Corporation - 2006 – 2009

Key Deliverables:

- Repeatedly promoted during 2 years with Secure Watch, culminating in current responsibility for coordinating all branch conservation and expansion, .
- Throughout different positions held, personally managed over 20 corporate employees.
- Traveled to the 51 company branches nationwide and conducted performance evaluations and training with the branch managers and assistant managers.
- Initiate and develop client relationships in order to generate new interim, interim-to-hire and project opportunities relevant to clients IT .

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- Blending cold calling with networking and relationship building to maintain consistent new business opportunities Responsible for client quality .
- Ran a team of 40+ sales associates Held daily business development meeting to ensure team was hitting sales quota Coordinated and deployed sales .
- Responsible for the growth of the division through acquisitions, overseas representation through agents 15 International Agreements, and new product .

EDUCATION

- Bachelor of Arts & Science in American Ethnic Studies (Major Sociology) & Communications (Minor) -> Attempted Pre-med - 1999(University of Washington - Seattle, WA)