

ROBERT SMITH

VP of Business Development II

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SUMMARY

Detailed due diligence, program design through the execution and delivery of optimal client specific requirements to ensure success and proudly, high client satisfaction.

SKILLS

Verbal, Writing, Presentation, Analytical Skills.

WORK EXPERIENCE

VP of Business Development II

ABC Corporation - 2004 – 2008

- Held overall strategic and operational responsibility for the companys processes, as well as for the expansion and execution of its mission.
- Responsible for the acquisition of new clients and relationship management of existing clients.
- Provided management and oversight of the conversion of all existing operations of FlexCorp Systems to the practices of ZeroChaos.
- Maintained effective working relationships with key stakeholders and other influencers to resolve various issues.
- Initiated appropriate communication with potential clients. Utilized appropriate techniques to attain established revenue objectives.
- Proactively contributed to planning and problem solving, as well as to the training and supervision of junior staff.
- Monitored employee performance and development, and effectively led numerous employee meetings.

VP Of Business Development

ABC Corporation - 2003 – 2004

- Created new business opportunities in construction & development of commercial, industrial and multi-family projects by increasing overall regional brand exposure of the firm and its design build conceptual services.
- Increased relationships with municipal decision makers in the real estate development divisions which increased the firms revenue by 10%.
- Developed strategies and goals for the business development department.
- Assisted in negotiating and finalizing hard bids for projects.
- Expanded sub-contractor relations to meet MBE & WBE requirements of publicly funded and municipal projects.
- Managed & implemented marketing strategies and RFP & RFQ material for new clients.
- Managed departmental staff and track territorial production and growth potential..

SCHOLASTICS

- M.Ed. in Ed.S., and Ph.D - 1994(University of Virginia - Charlottesville, VA)