

Director Of Operations/Vice President Of Business Development

ROBERT SMITH

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Objective

Qualified and passionate Director Of Operations/Vice President Of Business Development with 5 years of Business Development experience. Built extensive network of trust relationships with key buying influences throughout the industry, Experience working for both large EPCI/SURF companies and small, high-tech firms.

Skills

Crisis Management, Business Development, Sales Management, Computer Skills, Windows, Excel

Work Experience

Director Of Operations/Vice President Of Business Development

ABC Corporation - 2013 - 2015

- Three companies merged, each with its own unique selling proposition and sales teams of various abilities.
- Needed experienced leader to bring the individual groups into a cohesive sales team with common skills and goals.
- Assessed existing team members and account demographics to develop a sales plan for maintaining existing accounts during difficult mergers.
- Recruited and trained new account executives to replace underperforming members resulting in a team of 16 members producing over \$20,000,000 in revenue.
- Targeted large account opportunities and worked with the team to close new sales, including Under Armour contract valued at over \$1,000,000.
- Established monthly one-on-one meetings to train, coach and mentor toward personal growth as well as strategize prospecting and account development to achieve sales goals.
- Developed and delivered bi-monthly team meetings focused on improving business acumen, sales pipeline and process training, market segment, and product knowledge.

VICE PRESIDENT OF BUSINESS DEVELOPMENT

ABC Corporation - 2010 - 2013

- Developed a sales and marketing strategy covering a 14 state territory.
- Maintained a full pipeline of new hospital contract opportunities.
- Signed several multimillion dollar hospital based contracts.
- Sold the largest Radiology contract in Team Healths history.
- Was responsible for Team Health merging and acquiring independent emergency and radiology staffing groups.
- This is Dummy Description data, Replace with job description relevant to your current role.
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Education

B.S. in Business Administration - 2009 (Miami University - Oxford, OH)