

ROBERT SMITH

Vice President of Business Development & Client Servicing

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

SUMMARY

To work in a professional and stimulating work environment to meet the challenging assignment and opportunity for value additional and professional development where an individual can grow, participate contribute acknowledged rewarded and respected.

CORE COMPETENCIES

Community Involvement, Networking, Presenting to C-Level Executives, Proposal Building, Microsoft Office, Multiple CRM's.

PROFESSIONAL EXPERIENCE

Vice President of Business Development & Client Servicing ABC Corporation - 2005 – 2008

Key Deliverables:

- Set goals and objectives for creating, developing, and implementing a marketing strategy that took an under-performing Managed IT and Professional Service Provider and turned it into a profitable business entity, resulting in a 50% increase in total company revenue within two years.
- Identified target markets, initiated contacts with prospects, and developed account relationships with corporate customers.
- Successfully managed all aspects of sales and marketing, Performed weekly review and analysis on operational issues to improve internal customer service processes.
- Implemented inventory tracking software to manage costs and reduce debt.
- Developed process recommendations to streamline business efficiencies.
- Developed a continuous learning program for employee development.
- Effectively applied gained business knowledge within all aspects of the business including negotiations, procurement processes, product support, project management, and compliance.

Vice President Of Business Development ABC Corporation - 2001 – 2005

Key Deliverables:

- Responsible for all aspects of running the association including hosting a yearly industry tradeshow (nations second-largest sports facility show).
- Tradeshow responsibilities included site selection, booth sales, sponsorship sales, registrant/attendee sales and all the logistics involved in hosting a major tradeshow.
- Responsible for the editing/production/publishing of SEAT magazine.

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- Included negotiating printing contracts and all aspects of producing a publication (working with art directors, editing/creating copy, providing graphic elements, etc.).
- Responsible for sales of all print advertising in SEAT magazine.
- This includes creating unique print and web advertising packages tailored for the individual advertiser Responsible for maintaining the membership database and creating other prospective member databases.
- This also includes any and all types of internet marketing (ie, broadcast e-mails, creating a web site, etc.).

EDUCATION

Master's Degree in Business Administration - 2000 (Keller Graduate School of Management)

