

ROBERT SMITH

Senior Vice President of Business Development

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SUMMARY

A keen strategist with expertise in managing entire operations, maintaining focus on ensuring optimal utilization of resources. Skilled at managing and handling large teams, setting up channels, motivating and monitoring them. Building and maintaining healthy business relations with high net worth and corporate clients, ensuring high customer satisfaction matrices by achieving delivery and service quality norms.

SKILLS

Microsoft, Market Research, Salesforce, Market Research, Sales Management, Business Development, Communication, Spanish.

WORK EXPERIENCE

Senior Vice President of Business Development

ACCESS LIGHTING - 2015 – 2019

- Led all functional departments to set the stage for company growth; reporting directly to President and CEO.
- Responsible for profitable long term brand management and operations of international lighting manufacturer.
- Aligned departmental goals to support company expansion 5-year strategy.
- Led diverse and established teams across customer service, product development, logistics, marketing and promotions, and regional sales managers.
- Reimagined company value proposition through the expansion of designer product lines; elevating the brand in showrooms and national accounts through innovative and relevant product promotions.
- Drove internal operational excellence and process improvement through relocation to a new warehouse facility - implemented inventory management and order fulfillment best practices.
- Spearheaded participation in Market and LightFair; functional sales leadership in the field, traveled in partnership with Regionals to remove obstacles for customers and build key relationships.

Vice President Of Business Development

Vynex Window Systems Inc. - 2014 – 2015

- Responsible for initiating new and maintaining current relationships with communities, organizations, independent contractors and homeowners.
- Design custom window solutions for customers.
- Implemented Quickbooks, Payroll System, Invoicing, Inventory Management, Project Management, and Logistics.
- Managed Human Resources functions Recruiting, Benefits, Workers Compensation.
- Created Marketing Presence Website Design, Marketing Materials, Online Documents, Social Media.
- Held all administrative duties for the CEO of Vynex Window Systems, Inc.

- Results Largest month to month sales increase since 2010 23% Increase in Monthly Sales from 2015 Virtualized company financials and documentation Skills Used Sales Prioritization Analytical.

SCHOLASTICS

- Bachelor of Science in Business Administration - 2013 (UNIVERSITY OF ARIZONA - Tucson, AZ)