

# Robert Smith

## Associate Regional Business Development Manager

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

### SUMMARY

A result oriented Sales Executive seeking to secure a position in an environment that will challenge experience, provide opportunities for professional advancement, provide long-term career growth to enable personal contributions.

### SKILLS

Technical Skills, MS-Excel, Data Entry.

### WORK EXPERIENCE

#### Associate Regional Business Development Manager

ABC Corporation - April 2010 – September 2016

- Responsible for promoting & selling Agility Logistics freight solutions. Followed up promptly on sales leads provided by corporate sales management.
- Travel through assigned territory to call on new customers to solicit business.
- Excellent qualification of customers/prospects to determine strategic plans and service needs.
- Quote prices and credit terms for business obtained; high quote to customer conversion ratio.
- Created and present formal sale presentations representing Agility and its service capabilities.
- Participate and contribute to various lead share groups and Chamber of Commerce events.
- Gained knowledge in the process of educating a customer or distributor.

#### Regional Business Development Manager

ABC Corporation - 2009 – 2010

- Major responsibilities included sales and marketing of specialty products in the US and Europe.
- Provided application, safety and product related technical support to customers.
- Strategically marketed company products through distributors and reps, selective advertising in specific trade journals & trade shows, website marketing, by conducting one-to-one meetings with decision makers at targeted clients through a broad network of industry contacts.
- Increased sales revenue in the region and in Europe by 65%.
- Gained 5 major accounts in the US and 6 key accounts in Europe.
- Business Development Manager, US, Canada, Mexico, Asia and Europe - Specialty Metals/Alloys and Chemicals used in the PCB Industry.
- This is Dummy Description data, Replace with job description relevant to your current role.

### EDUCATION

Certificate of Appointment of Notary Public in Appointment of Notary Public - (Southern College of Collegedale, TN, Dalton College, Dalton GA - Collegedale, TN)