

Robert Smith

VP of Business Development III

PERSONAL STATEMENT

Processes to help foster more communication and productivity between marketing and sales, while cultivating current clients to grow the Marketing and Design Department.

WORK EXPERIENCE

VP of Business Development III

ABC Corporation - June 1996 - May 2007

Responsibilities:

- Cultivated a B2B startup business into a profitable niche and industry leader; grossing approximately.
- Expanded vertical growth to generate average annual revenue growth.
- Negotiated and secured multi-year contracts in excess of all the major studios including their subsidiaries.
- Researched clientele through a variety of industry sources for individual productions.
- Personally, cold-calling daily to productions in the order of calls/ faxes/ emails.
- Managed and developed an engaging telemarketing program with a person team.
- Developed marketing collateral and social media strategy.

VP Of Business Development

Patson Corporation - 1995 - 1996

Responsibilities:

- Provide quality powder coating services within a Just-In-Time inventory process in congruence with customer needs, specifications, and deadlines.
- Accomplished horizontal and vertical integration leading to 400% growth in revenues and production in 5 years through engaging in negotiations, networking, recruiting, mentoring, and teaching customers and employees.
- Conceptualized and developed 33 business plans.
- Spearheaded a strategic plan for merger and acquisition.
- Accounted for inventory, supplies, materials, logistics, and daily operations for employees and workflow.
- Researched governmental (sub)contracts and handled all subsequent negotiations in regards to terms and conditions as well as compliance..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

BA in Communications - 1993(UNIVERSITY OF CALIFORNIA - Los Angeles, CA)

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Sales Force, Adobe, Base
Camp, Hoot Suite.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)