

# ROBERT SMITH

## Regional Business Development Manager III

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

### SUMMARY

Highly motivated and experienced sales, marketing, and consulting professional with a proven history of business development success across a broad range of sales roles in varied industries.

### CORE COMPETENCIES

Technology, Consulting, Sales, Marketing, Advertising.

### PROFESSIONAL EXPERIENCE

#### Regional Business Development Manager III

Leahy/IFP - August 2011 – 2019

##### Key Deliverables:

- Establishes productive, professional relationships with brokers and key personnel at the assigned national or regional distributor accounts.
- Coordinates the involvement of company personnel with a national brokerage.
- Generate and participate in the development of new opportunities in order to meet co-packing objectives and customers expectations.
- Meet assigned targets for profitable sales volume and strategic objectives with all assigned accounts.
- Maximize existing and develop new distribution to further enhance company sales in the national and regional foodservice account areas.
- Direct management of existing broad-line foodservice contracts and making certain they meet or exceed the overall planned budget.
- Cultivation of NEW national and regional MURC business Work with key distribution partners to develop strategies.

#### Regional Business Development Manager

ABC Corporation - 2007 – 2011

##### Key Deliverables:

- Responsible for development and growth of Medicare, Medicaid, and Managed care census within the parameters of a \$10+ million monthly revenue generating region.
- Integrated education, processes, and strategic guidance to improve financial portfolios, gain market share, and increase quality census mix for 16 properties ranging from metro to rural locations.
- Development of dashboard measures for ACO partnerships with acute care providers in St. Louis.
- Developed graph tools with census mix data comparing quarterly and annual revenue and numbers respectively for each property.
- Created new revenue streams by cultivating successful partnerships with SSM Select Medical, St. Louis Spine & Orthopedic Center, NHC Town & Country and the Quarters at.

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### EDUCATION

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