

## Associate. Regional Business Manager

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### Objective

A natural communicator with a talent for evaluating and identifying customer's needs and goals and developing innovative solutions through a mutually beneficial approach. The strong ethical leader that knows how to bring out the best in people and improve team efficiencies.

### Skills

Ms. Word, Ms. Office, Outlook, Office: Word, Powerpoint, Photoshop, Photography, Sales, Typing, Windows.

### Work Experience

#### Associate. Regional Business Manager

**ABC Corporation** - July 2008 – April 2011

- Regional Business Manager Business oversight of providing services to automobile manufacturers and tier-one parts suppliers.
- Directly supervised site managers ensuring customer satisfaction and service delivery in accordance with agreements.
- Designed and implemented a business model to expand capabilities into facilities and manufacturing management.
- Directly supervised the business start-up for a major automobile manufacturer newly constructed United States facility.
- Financial Management - Consistently delivered financial performance of all sites in accordance with budgeted plans.
- Developed and implemented annual operating budgets, conducted monthly reviews and established business improvement plans.
- Customer Relations - Implemented reporting metrics for key success factors.

#### Associate. Regional Business Manager

**ABC Corporation** - 2004 – 2008

- Responsible for Sales growth and management, development and Sales success of an 8 person sales team spanning a ten-state region.
- Generated in excess of a 7% annual sales increase in a long established region.
- Acquired accounts in diverse markets, including hospitals, universities, distributors and biotech industrial businesses.
- Recruited, hired, trained and developed a successful sales team.
- Certified as a Professional Selling Skills Trainer.
- Organized and led corporate sales training seminars utilizing the Professional Selling Skills Training model.
- Successfully adapted to the Mid-Central region following corporate reorganization and restructuring..

### Education

MS