

ROBERT SMITH

Senior Business Development Manager I

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Skilled in project planning, research, time management and the ability to work individually or in a cooperative team environment to achieve business objectives.

EXPERIENCE

Senior Business Development Manager I

ABC Corporation - FEBRUARY 2014 - JANUARY 2016

- Execute and spearhead internal and external business strategies to optimize customer relationships.
- Proactively reached out to new customers to set up presentations/ meetings.
- Leverage market knowledge and expertise to facilitate the customer experience.
- Develop new business by expanding outreach to new markets, service offerings and strengthening partnerships with suppliers.
- Currently compiling and centralizing our customer, supplier and competition database, analyzing training bottlenecks.
- Designed and advised our CEO and President on marketing materials to be used for customer outreach.
- Working on improving internal sales processes and technology trends to streamline sales efforts.

Senior Business Development Manager

ABC Corporation - 2012 - 2014

- Ranked #239 on the Fortune 500 List, Jacobs Engineering Group is a publicly traded architectural, engineering, and construction company.
- As one of the worlds largest and most diverse providers of technical, professional, and construction services, the company employs more than 50,000 people in twenty five countries.
- Projects included a vast mix of wired and wireless long-haul, regional, metropolitan, and customer premise network builds.
- With \$7.2 billion of federal stimulus available, we established strategic relationships and completed \$28 million in professional services projects.
- Our business plan targeted rural customers who desired solutions for their digital divide concerns.
- Problems addressed the lack of infrastructure for telemedicine, transportation, and public safety networks.
- developed broadband services marketing strategy, presentation materials, and white papers - implemented customer capture strategy, partner management, and project execution plans - led Massachusetts Broadband Institute & Vermont Transportation

Authority projects - negotiated joint venture agreements with the nations largest construction firms.

EDUCATION

- Bachelors of Science in Management-HR - (California Polytechnic State University - San Luis Obispo, CA)

SKILLS

Microsoft Office, MS-Excel.