

ROBERT SMITH

Regional Business Manager/Specialist

info@qwikresume.com | [LinkedIn Profile](#) | [Qwikresume.com](#)

Corporate Finance Corporate Accounting Treasury Management Accomplished executive with broadcast finance experience. Demonstrated record of performance-based results, leading the re-engineering Broadcasting corporations during periods of growth and expansion.

EXPERIENCE

Regional Business Manager/Specialist

ABC Corporation - 2011 - 2014

- Managed the reporting and deliverables from site acquisition through construction complete including all closeout documents.
- Manage the ongoing relationship with the client and ensure the accuracy of the project from start to finish.
- Supervise outside vendor partners, environmental engineers, others to ensure transactions close.
- Responsible for the development and management the site development execution plan for assigned projects/programs and assigned proposal efforts.
- Ensure project schedules are accurately forecasted from site acquisition through construction completion.
- Coordinated and conducted the first-ever baby district cluster pieces of training.
- Develop and execute sales-driving activities and best practices within the region to drive incremental sales.

Regional Business Manager/Specialist

ABC Corporation - 2007 - 2011

- Led a team of 12 Account Managers and 4 Specialists in expanding sales of Capital/ Medical devices culminating in a \$41M region spanning 14 states.
- Focused on increasing sales of high-profit product portfolios, including respiratory, laboratory, anesthesia, vascular access, safety and infusion pump products.
- Worked closely with national and regional distributors.
- Other channels included specialty care centers and nursing homes.
- Developed new talent, led key account development in large IDNs
FISCAL YEAR PERCENT OF QUOTA ACHIEVED INFUSION PUMPS
RESPIRATORY ANESTHESIA 2010 143% 129% 104% 2009 129% 112%
96% 2008 136% 109% 93% 2007 115% 103% 91% 2006 111% 101%
98% 2005 102% 100% 89% Increased Infusion pump sales by \$2M
and disposable sales by \$1.2M to \$6M annually.
- Ranked #2 in the nation out of 22 Regional Business Managers

(2010).

- Hired and trained 10 new account managers, including the #1 Rookie in the nation (2008) and 2 others that have risen to become Regional Managers..

EDUCATION

- MS

SKILLS

Recruiting & Training, Staff Supervision, Process Improvement, Cost Controls, Reduction, Operations Management.