

# Vice President Business Development

## ROBERT SMITH

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### Objective

Over 20 years of IT staffing experience including front-line, B2B technical Sales, Business development industry experience includes consumer products, healthcare, and health insurance, financial services, semiconductor, education, utility, and software development.

### Skills

MS Office, Team Leadership, Teamwork, Customer Service, Access, Excel, Editing

### Work Experience

#### Vice President Business Development

**ABC Corporation** - August 2003 - September 2014

- Responsible for business development activities in Arizona and surrounding states.
- Assist in the development of recruiting staff and other personnel.
- Top revenue producer in the company, over in 2014.
- Responsible for all new account development for the company.
- Assisted in the management of branch profitability and coordinating the overall branch operations.
- Assisted and implemented a successful marketing strategy to exceed sales/profit targets.
- Trained, mentored and coached internal employees.

#### Vice President Business Development

**ABC Corporation** - 2002 - 2003

- Multi-billion\$ industry leader in public safety radio communications solutions) Created new business development team in new organization that reported to General Manager.
- Completed strategic needs assessment identifying key portfolio gaps.
- Partnered with operating managers to drive strategy.
- Significantly increased Asian PCR radio sales and low-end domestic PCR sales.
- Assessment led to creation of joint venture in professional and commercial radio sector.
- 80%/20% Controlling Interest Joint Venture with Vertex Standard of Tokyo, Japan - Led purchase for \$117M of an 80% interest in publicly-traded, Tokyo based radio vendor Vertex..
- This is Dummy Description data, Replace with job description relevant to your current role.

### Education

BS