

ROBERT SMITH

Director Of New Business Development I

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Oversee entire operations of trade publication edited for the Plumbing Heating and Cooling industry as Director Of New Business Development.

EXPERIENCE

Director Of New Business Development I

ABC Corporation - NOVEMBER 2012 - DECEMBER 2014

- Responsible for developing sales in the designated target market(s) by identifying new sales opportunities with prospective customers headquartered in the region by cold calling, premise visits, networking, lead generation, proposal submission, and customer appointments.
- Acquires new business within accounts that have not previously or are not currently doing business.
- Develops and implements sales plans that provide clearly defined strategies, tactics and timeframes to maximize revenue.
- Takes ownership of the geographic territory designated by management.
- Manages customer relationships in order to gain strategic positioning with decision-makers, retain existing revenue, and obtain additional business.
- Evaluates new customers, contacts, quotations and orders for opportunities daily.
- Completes weekly CRM reports within CRM system and Management.

Director Of New Business Development

Delta Corporation - 2011 - 2012

- Provided commercial real estate transaction services in 15 states closing, escrow and insurance Secured a contract with Bank of America as one of.
- for industry leader in recognition, health and educational promotional products Define and execute the launch of new business opportunities including .
- This new business required the rollout of a new business model including an online division.
- Profitable launch and relaunch of catalogs including; Patient Safety, Financial Resource Book, Campus Safety and Teach Children to Save.
- Direct cross-functional teams consisting of creative, production, supply chain and purchasing to meet schedules and margin goals.
- Work with agencies & vendors to create multiple websites, online catalogs & print campaigns Scout and execute sponsorship opportunities for the.

- Develop Sales & Marketing materials Prospect, executed & close individual sales Secure interviews and press for the company and its the founder.

EDUCATION

- Bachelor of Science in Political Science - (State University of New York at Brockport - Brockport, NY)

SKILLS

Sales, Business Development, Sales Management.