

Robert Smith

Sr. Business Development Director

PERSONAL STATEMENT

Dedicated and ambitious story-teller, often described as a high-energy people person, I thrive in collaborative environments where I can connect and engage with others. Poised with a detail-oriented mind and a positive and charismatic attitude, I am always looking for the right approach to achieve the best outcome.

WORK EXPERIENCE

Sr. Business Development Director

Hecco.co, LLC - January 2016 - 2019

Responsibilities:

- Curate brand identity, values, visions, and goals for an emerging creative agency to streamline internal growth and prosperity.
- Establish loyal and valuable relationships with new and established clients, driving sales volumes to over 150% in less than 6 months.
- Develop stable and open line of communication with all clients to ensure our efforts are their efforts through our lenses.
- Supervise the completion of sales proposals, contracts, and accounts payables/receivables, ensuring financials were following guidelines and budget criteria.
- Oversee all social media presence, website development, and social accounts to maximize reach of a cohesive brand identity and messaging through all market channels.
- Provide constructive feedback for SEO team using platforms like Google analytics, Nielsen, and dashboard analytics to maximize reach of all optimizations and market research.
- Recruit internal talent for multiple positions to expand and progress and promote brand culture.

Business Development Director

ABC Corporation - 2011 - 2016

Responsibilities:

- Recognized nationally as one of the 100 fastest growing engineering firms (Zweig Letter 2013 & 2014 Hot Firm) and as a Top Telecom Firm (ENR 2013 Top 500), Advantage Engineers provides innovative solutions for complex communications, environmental, and geotechnical challenges.
- From six offices in Pennsylvania, Maryland, and New Jersey, the company provides professional services to government agencies and private clients located throughout the country.
- As the company's first business development hire, my focus remained on customer identification, customer wins, partner management, and project execution.
- While reporting to the Chief Operations Officer, my leadership role included technical writer, proposal manager, sub-contractor manager, account manager, project manager, and salesperson.
- My department partnered with marketing to revise and re-launch the

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CONTACT DETAILS

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SKILLS

Proficient in Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Microsoft Access.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

company brand.

- In turn, our MD division secured more than \$5 million in new revenue, most of which was American Recovery and Reinvestment (ARRA) stimulus funds.
- - developed marketing strategy web, brochures, proposals, newsletters, PR, trade shows - negotiated sub-contractor agreements and managed million dollar projects throughout the USA - executed growth strategy as firm grew from 80 to 180 engineers and project managers - researched and quickly succeeded while learning the companys "non-comfort zone" divisions.

Education

Bachelor of Science in Applied Economics - (The University of Minnesota Twin Cities - College of Food - Minneapolis-Saint Paul, MN)