

Robert Smith

Assistant Vice President of Business Development

CONTACT DETAILS

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PERSONAL STATEMENT

To be best in the field of work through consistent good performance supported by a keen desire to acquire knowledge and experience. To strive for excellence while overcoming Challenges and to grow as a professional acquiring new skills and broader strategic vision and sincerity at work to opportunism

WORK EXPERIENCE

Assistant Vice President of Business Development **Jewett Roofing Company - 2009 - 2019**

Responsibilities:

- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Worked with clients in a consultative approach to best serve their needs, specifications, local regulations, and budget while providing the best service possible.
- Recognized as an educated commercial roofing specialist with an understanding of multiple products and systems.
- Prioritized tasks and projects to meet tight deadlines.
- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- Created lasting business relationships that resulted in high repeat and referral opportunities.
- Kept detailed records of daily activities through an online customer database.

VICE PRESIDENT OF BUSINESS DEVELOPMENT **ABC Corporation - 2005 - 2009**

Responsibilities:

- Developed a sales and marketing strategy covering a 14 state territory.
- Maintained a full pipeline of new hospital contract opportunities.
- Signed several multimillion dollar hospital based contracts.
- Sold the largest Radiology contract in Team Healths history.
- Was responsible for Team Health merging and acquiring independent emergency and radiology staffing groups.
- This is Dummy Description data, Replace with job description relevant to your current role.
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Education

Associate of Arts in Communication and Broadcast Journalism - 2005
(Maryville University - St. Louis, MO)

SKILLS

Leadership,
Management, Marketing,
Business Development,
Sales, Analytic Data
Reporting, Strong
Interpersonal Skills,
Great Communications
and Writing abilities

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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