

ROBERT SMITH

Director Of Operations/Vice President Of Business Development

A dynamic and goal-oriented Director Of Operations/Vice President Of Business Development with a diverse set of skills utilized in financial and legal settings. Extensive experience in compliance, contract negotiations, and relationship building, creating and maintaining strategic business alliances with vendors and clients.

EXPERIENCE

Director Of Operations/Vice President Of Business Development

Alvarez & Marsal - 2013 - 2019

- Oversees, advises, and assists during projects to ensure contract budget and terms are timely and maintained.
- Presents designed marketing material to effectively relay strategies to current and potential clients; represents the team to encourage business development to external businesses.
- Negotiate with clients to Create client contracts, non-disclosure agreements indicating specific business relationship which represent client expectations and business deliverables related to executive benefits and compensation issues.
- Conduct organizational risk analysis and ensure the team is compliant with regulatory agencies.
- Collaborate with clients and translate specific terms of the contract to the team and make modifications to ensure contract clarity while in company compliance.
- Collaborate with Executives and C-Suite members to determine and establish contract objectives within client specifications.
- Key Achievements Increased sales marketability by 45%.

Vice President Of Business Development

ABC Corporation - 2008 - 2013

- Focused on the real estate, travel, and SMB markets.
- Vice President of Business Development. Created a new role at the company to develop and manage strategic relationships across existing and new lines of business.
- Member of the company's senior leadership team responsible for strategic and operational growth of the company.
- Reported to the CEO and Chairman.
- Negotiated and managed the relationship with VHT's largest client for digital marketing services (and among the top three VHT clients in revenue).
- Led the negotiation and acquisition of Dwellicious, an online service that will become a core component of VHT's future product

development Co-conceptualized and executed VHTs digital lines of business, including an online media marketplace, a self-service.

- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- Bachelor Of Science - 2007 (John Marshall Law School - Atlanta, GA)

SKILLS

Market Analytics and Sales Forecasting, Research and Case Studies, Wizard Spreadsheet Development, Technical Sales Presentations