

# Robert Smith

## Business Development Director/Executive

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

### SUMMARY

Successful Senior Executive with an excellent record of performance in Human Resource, Benefits, and Operational Management and a broad range of proven skills that include the ability to: Develop, implement, and manage policies and programs for companies with multimillion-dollar annual revenue streams Effectively manage and develop policies and procedures that create consensus and encourage team members to perform at their best Utilize proven problem-solving skills to design process improvements that turn around organizational performance and optimize the use of human and capital resources Orchestrate the activities of a multi disciplined team and provide the leadership that keeps team members focused on organizational goals.

### SKILLS

Sales Management, Project Management.

### WORK EXPERIENCE

#### Business Development Director/Executive

ABC Corporation - September 2014 - July 2016

- Assigned to Indianapolis but worked remotely from home in Detroit Area covering Michigan and other out-of-state clients.
- Build long-term relationships and contribute to divisional financial growth and sustainment.
- Accomplish this through pipeline development, solution development to clients needs, and closing successfully.
- Developed sales strategies that aligned client needs to Lionbridge solutions for Engineering Support, Drafting Support, Technical Publications, Training, and Logistics.
- Educate clients on industry best practice, accentuating their competitive edge, and providing knowledge and insight in support of their future plans.
- Identified, ranked, and managed prospects and successfully brought prospects through the sales pipeline.
- Leverage trade shows, fairs, industry events, social media, and Salesforce to build an account list in access of 100 new companies.

#### Business Development Director

ABC Corporation - 2012 - 2014

- Austin, Texas 2004-2006 A \$12M telecom network services/hardware and professional services provider.
- Business Development Director Challenged with penetration of the Houston market, driving business development and in cultivating the firms presence.
- Played a significant role in product/services development and vendor pricing/service negotiations.
- Key Accomplishments System life cycle management of TWC s Houston Metro-E, generating revenues of over \$500K per month by directing the architecture, engineering and network management efforts as well as account management.
- Promoted to Vice President, Sales due to expertise in driving revenues & ability to exceed organizational goals.
- Maximized sales by implementing a combined services package.
- Shifted the organizations sales focus from hardware to managed services and boosted margins significantly.

## EDUCATION

BA in progress in Program Management - (Capella University)