

Robert Smith

Associate Business Development Consultant

CONTACT DETAILS

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PERSONAL STATEMENT

Strategic thinker with extensive experience solving complex business problems in the area of team performance and talent management. Exceptional at building strong and sustainable relationships within an organization to support client strategy, resolve interpersonal issues and motivate individuals to optimal performance. Conscientious and resourceful with a reputation for well-grounded insight, sound judgment and dramatic results.

WORK EXPERIENCE

Associate Business Development Consultant

ABC Corporation - 2005 - 2006

Responsibilities:

- Championed launch of new business unit within a technology consulting & integration firm.
- Conducted feasibility study of Personalized Direct Marketing as a viable business unit.
- Researched outsourced partners to deliver a customized multi-channel customer contact platform.
- Led marketing team development of pro forma portfolio of relevant marketing communications.
- Discussed & confirmed product requirements with internal business stakeholders and SMB clients.
- Positioned the product as strategic business solution to unlock corporate data assets.
- Evaluated supplier network, managed RFP/competitive bid process and negotiated joint venture contract.

Business Development Consultant

Tafel Motor Company - 2000 - 2005

Responsibilities:

- Established track record of increasing company sales revenue by an average of 30 percent
- Responsible for making first contact with new clients and driving sales leads to successful closing
- Coordination and implementation of Sales management software and programs by working hands on with external vendors
- Manage and coordinate company sales events and promotions via social media as well as in person speaking presentations
- Events include private functions, public trade shows, and in house sales promotions
- Public representation/spokesperson of company through media appearances (WDRB Fox41, Lite106.9 FM radio, and local TV advertising)
- Lead in creation of Telemarketing scripts as well as marketing flyer and mailing distribution.

SKILLS

Software Development,
Web Design, Web
Development, Computer
Hardware, Computer
Repair, Networking,
Network Administration,
Network Security, Sales,
Sales Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Project Management Professional - (George Washington University)