

ROBERT SMITH

Business Development Associate III

info@qwikresume.com | [LinkedIn Profile](#) | [Qwikresume.com](#)

Highly motivated, versatile, and consistent sales professional. Proficient in performing multiple roles, working under pressure, and outperforming exacting specifications. Experienced in warm and cold lead generation, account management, and building and maintaining business relationships. Excel in fast-paced team environments.

EXPERIENCE

Business Development Associate III

ABC Corporation - MAY 2015 - OCTOBER 2015

- Responsible for developing and maintaining commercially productive relationships with key decision makers of mid - large sized business equipment dealers to facilitate product distribution.
- Tasked with prospecting and qualifying potential distributors in a given territory utilizing a combination of database/internet research, cold-calling, LinkedIn, and email campaigns.
- Leveraged lead generation tools to increase profitability and product presence in the marketplace.
- Made between 75-100 outbound calls per day, alternating between cold calling and account management.
- Developed and distributed email marketing campaigns to prospective and current clients to increase business.
- Maintained up-to-date knowledge of industry, target clients products and practices, and competitive landscape.
- Collaborated with regional sales managers to schedule, coordinate, and facilitate sales meetings and product training for new and established distributors in each market.

Business Development Associate

ABC Corporation - 2013 - 2015

- Obtained new business through multiple channels for a large credit insurance carrier based in Paris, France.
- Managed client relations in wholesale, retail, and banker referral channels.
- Established network of partners through all channels by delivering timely and actionable information and training on product features and benefits to their clients.
- Sourced targets for global accounts receivable insurance programs.
- Acted as liaison between corporate finance directors and internal underwriting team to develop and implement credit risk management strategies and best practice guidelines.
- Generated 50% of business directly soliciting corporations via cold call marketing, email marketing, and networking.

- Managed outsource telemarketing process from development, through implementation and production reporting.

EDUCATION

- Business Administration - (Alpharetta High School - Alpharetta, GA)

SKILLS

Microsoft Office, Adobe Photoshop and Illustrator, Management, Multitasking, Comprehension, Analyzing, Problem Solving, Goal Driven, Team Oriented.