

Robert Smith

Manager Of Business Development II

PERSONAL STATEMENT

A self-motivated, detail oriented Senior Manager with extensive experience in OEM and component parts manufacturing, procurement, quality, and project management. Also, skilled in facilitating change to support operating and financial objectives. Finally, demonstrating teamwork and flexibility as a cross-functional manager.

WORK EXPERIENCE

Manager Of Business Development II

ABC Corporation - 2015 - 2016

Responsibilities:

- Maintained accountability for the acquisition of new clients at this industry leading provider of corporate card programs and supplier payment solutions, with an annual growth target of \$32.5MM.
- Engaged in a six-month campaign that secured the buy-in from the CFO of a large-scale pharmacy serving correctional facilities, producing \$15MM in corporate card payment processing volume and \$250K in associated fee revenue for the company.
- Worked with Aaron on several major client presentations.
- Consistently surpassed annual sales targets, achieving to none.
- Enjoyed working with Aaron and secured penetration into accounts throughout the consider him to be a valuable asset on our team. Hospital, College and University, Manufacturing, and Non-Profit verticals.
- Elected to serve as the New Hire Champion Trainer to coordinate and lead the professional development of all new sales representatives, building strengths and competencies in the principles of effective sales strategies.
- Served an integral role as a member of a committee tasked with launching Salesforce.com throughout the organization.

Manager Of Business Development

Delta Corporation - 2012 - 2015

Responsibilities:

- Business Development Manager for ImageSpan/ LicenseStream.
- Responsible for establishing and implementing marketing and sales plans to promote and grow existing client list.
- Accountable for analyzing market potential, lead generation and bringing awareness of LicenseStream products to the online licensing industry.
- Work directly with Physicians to discuss overall growth, business trends, and patient education; work collaboratively to outline strategies to .
- Quickly earned promotions from the corporate office to MBD in Nashville.
- Responsible for prospecting and sales of corporate security contracts, facility security, and personnel background checks for complex organizations .

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Microsoft Word, Excel
And PowePoint,
Management, Banking.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

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

Education

Master of Science in Organizational Leadership - (GENEVA COLLEGE)