

Business Development Specialist/Project Manager

ROBERT SMITH

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Objective

Significant and successful marketing and business development background in construction, energy, engineering, healthcare, hospitality, homeowner associations (community associations and senior living), nonprofits, and publishing.

Skills

Detailed Oriented, Organization, Time Management, Customer.

Work Experience

Business Development Specialist/Project Manager

ABC Corporation - 2007 - 2012

- Developed and launched standard engineering discipline processes that reduced scrap and rework to improve quality and reduce overall cycle times.
- Produced and fabricated numerous assembly tools to ease the overall assembly process and wear on manufacturing equipment.
- Engaged with Design Engineering team in the development of improved and studied concepts.
- Assisted suppliers with manufacturing, technical and general design issues.
- Authored a detailed mechanical assembly instruction manual.
- Evaluated quality issues and implemented steps to prevent related escapes.
- Team member in new design development which included, preliminary design and critical design reviews.

Business Development Specialist

ABC Corporation - 2002 - 2007

- Start up territory starting with zero sales, growing business to 2.2M in 5 years
- Progressive and successful career in Business to Business sales, management and leadership with increased knowledge of products and services
- Extensively trained in software applications, trained clients at implementation, Microsoft Point of Sale and Accounting (POS), Point of Success, financial management system (RMS), hardware, platforms, networks
- Management of telemarketing initiatives to quantify pipeline, Productivity monitored by CRM (Sales Force), calls on major accounts, prospect and close new business on a 30 day sales cycle for installation and integration of product lines
- Emphasized coordination of effort with forced emphasis on sales presentation to close; increased sales 15% in first year (20% over plan and best increase among peers)
- Broad responsibilities embracing customer service, product knowledge, ongoing training for organizational development
- Sales Manager, Business Development, Marketing XEROX Corporation

Education

Certificate in Aerospace Manufacturing Engineering - (CALIFORNIA STATE UNIVERSITY - Long Beach, CA)