

# ROBERT SMITH

## Sr. New Business Development Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

Over five years of financial management and business development experience in data analysis, financial modeling, capital budgeting, company valuation, investments, equity research, negotiation and project evaluation and implementation. International experience, Europe and South America. Fluent in Spanish, English, and conversational Portuguese.

### CORE COMPETENCIES

P & L, Budget, Strategic Planning, Inventory Management, Sales, Training and Development.

### PROFESSIONAL EXPERIENCE

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**MARKET SHARE, AND CREATE MARKETS - 2012 – 2020**

##### Key Deliverables:

- Contacted and negotiated with subcontractors to bid on projects Brought.
- Managed the launch of a web-based ordering solution for Microsoft.
- Salvaged poor performing, unprofitable account with key client.
- Led contact to OEM Buyers, Engineers and manufacturing management.
- Created business case, timeline and initial project plans.
- Led cross functional Teams in design review, manufacturing capability, VAVE, quotation, prototype, material acquisition, packaging, and pilot build, RAR to PPAP.
- Managed capital investment, cost, revenue, and margin.

#### New Business Development Manager

**Delta Corporation - 2003 – 2004**

##### Key Deliverables:

- Out Outside B2B Sales Key Accomplishments Sales Person of the Quarter Award winner (Q2 2015).
- Developed 5MM dollars in annual sales of new business by working with A&D firms in GA, calling on End Users Directly and managing and setting up .
- Hosted Multiple Factory Tours in Calgary, CA at SMED Headquarters Managed a 100% close rate with all new client relationships Built and managed a new .
- Successfully wrote all product specifications for all projects and did Project Management while Training Installers on SMED products Supervised all .
- Independent Contractor) Lead generation and business development for service industries.
- Evolved into primarily setting appointments for HVAC contractors to give free inspections and photo reports to gain business.
- Identified new market opportunity in flame-resistant mattress applications initiated by pending federal regulations.

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### EDUCATION

- Bachelors of Science - (University of Wisconsin Milwaukee - Milwaukee, WI)