

# Robert Smith

## Associate Senior Business Development Manager

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### SUMMARY

Results-driven professional committed to continuous growth. A very strong work ethic and dedication to advancing career as well as those around. Working with people and numbers comes naturally.

### SKILLS

Sales, Business Development, Persuasion Mastery.

### WORK EXPERIENCE

#### Associate Senior Business Development Manager

Time Communications, Inc - November 2013 - 2019

- Drive new revenue by developing high-level relationships with new clients.
- Development and deployment of new team and individual sales/marketing initiatives. Individual efforts were responsible for total new sales.
- Directly responsible for fostering new partnerships, referral avenues, and public outreach.
- Top Sales Award and consistently outperform monthly, quarterly, and annual revenue goals.
- Negotiated prices, terms of sales and service agreements.
- Prospected and conducted face-to-face sales calls with business executives and directors throughout the U.S.
- Built relationships with customers and the community to promote long term business growth.

#### Senior Business Development Manager

ABC Corporation - 2011 - 2013

- Limelight Networks is a leading Content Delivery Network with over 2TBs of total egress capacity designed to reduce latency while delivering massive media files and huge content libraries to end-users, globally.
- 2008, Team Leader, 121% achievement prior to resigning five months into the year.
- 2007, 178% MRR achievement 1MM in new booked revenue.
- 3x top revenue producer.
- 2006, Team Leader, 185% to goal with over 1.2MM in new revenue in remaining nine months after hire date.
- Recommended member of company Sales, Marketing and Advisory Council.
- Salesforce CRM Advisory Board member Identified and successfully penetrated a vertical market within the Interactive Ad Agency segment.

### EDUCATION

Bachelor of Arts in Economics - (Texas Christian University - Fort Worth, TX)