

# Robert Smith

## Area Business Manager

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## SUMMARY

Highly organized individual with strong aptitude to understand and sell new innovative technologies to a wide range of customer segments and industries. Ability to excel as a manager and as an individual contributor promoting industry leading technology.

## SKILLS

Sales Management, Sales, Salesforce.

## WORK EXPERIENCE

### Area Business Manager

ABC Corporation - October 2006 - May 2009

- Responsible for the management of 13 sales representatives.
- Responsible for the management and sales revenue growth of \$50 million zone.
- Responsible for managing associates to achieve operational metrics for areas of responsibility.
- Conducted daily and weekly performance meetings.
- Oversaw response to customer/TOC escalations.
- Assessed and developed future production and labor plans.
- Interacted with all support teams (LP, quality, safety, HR etc.) to develop plans to meet business objectives.

### Area Business Manager

Delta Corporation - 2004 - 2006

- Fast Track Re-Launch of Afrezza effectively slowed and stabilized dramatic decline in prescriptions in a competitive market Management of large .
- Responsible for the states of South Carolina and Georgia.
- Directly manage 15 sales professionals to grow sales within the assigned geography.
- Manage and develop relationships with key customers and distributors throughout the zone.
- Territory extended from Virginia Beach through Central Virginia and up to Arlington and Southern Maryland for neurology based customers with a focus .
- Territory was eliminated due to company downsize and realignment.
- Managed total office selling from physician, nurses, reimbursement, insurance procurement, and office managers Acted as Biogen Quarterback for a team .

## EDUCATION

Masters of Business Administration in Business Finance - (GRAND CANYON UNIVERSITY - KENT BLANCHARD SCHOOL OF BUSINESS)