

Robert Smith

Director Of New Business Development II

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

Sales Management,
Market Research,
Marketing.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

Seasoned executive in developing new warehouse operations and logistics contracts with year-over-year account growth. Recognized for multi-year, multi-location success in exceeding key performance indicator targets and profit goals. Expertise in facility design and engineering to streamline operational processes through plant changes and technology.

WORK EXPERIENCE

Director Of New Business Development II

ABC Corporation - February 2001 - December 2003

Responsibilities:

- Maintains an account base of over 1,200 contacts while continually building new business.
- Partners with PR and Communications Professionals to have important information routed and published by the proper news media source.
- Designs sales presentations and Price quotes for PIMS clients.
- Works Daily with computer programs such as Excel, Outlook, and Act Database Oversee Account Executives and Production Staff from Beginning to completion on all projects.
- Develops and trains all employees of PIMS on Proper procedure for selling service as well as maintaining present clients and corporate database.
- Receives top salesman recognition for first-quarter sales.
- Gives the responsibility to conduct weekly training for all PIMS Offices.

Director Of New Business Development

Delta Corporation - 2000 - 2001

Responsibilities:

- Prospected, researched and developed communications and relationships with potential new business prospects for advertising agency services.
- Successfully added a variety of new clients to agency roster and increased agency's gross revenues by over \$2 million.
- Served as account executive for consumer products firm, credit union and mountain resort.
- Assisted in creating digital media division (Peritus), an extension of traditional agency TMA Assisted in hiring and managing creative and web .
- Increased and acquired new business with primary and specialty providers through sales, marketing and event management Responsible for managing the .
- Developed, marketed, and implemented two new business models, which involved joint venture negotiations and implementation, product offerings .
- Negotiated and implemented a strategic alliance with a multi-state law firm, which resulted in the creation of a real estate foreclosure department.

Education

Bachelor of Arts in Communications and Science - (Lock Haven University)