

ROBERT SMITH

Jr. New Business Development Manager

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SUMMARY

Successful management professional with a decade of experience in marketing, sales and management positions. Supervised and managed employees creating cohesive teams that produce results. Leader in generating new ideas and strategies that further the success of businesses.

SKILLS

Graphic Design, Project Management.

WORK EXPERIENCE

Jr. New Business Development Manager

ABC Corporation - 2009 – 2011

- Developed initial business case, go-to-market plans, competitive and risk analysis, and approval for initial product development.
- Established service requirements and warranty.
- Responsible for establishing and growing relationships with industrial, military & commercial accounts.
- Serviced by the Syracuse area location while selling capabilities within the national foundry group.
- Ensured timely and professional bidding, as well as identifying potential new and repeat business through prospecting national account sources.
- Accomplished marketing strategy enhancements, as well as the development of sales training programs.
- Performed outbound telesales activity to increase penetration of existing & developing new accounts.

New Business Development Manager

Delta Corporation - 2003 – 2004

- Focus sales on end user and reseller automotive accounts.
- Covered business in Kansas and Missouri.
- Obtained 90 accounts in my trade area.
- Responsible for the overall growth of new markets within the building industry Established and successfully launched our first new Ever Life line.
- Developed strategic relationships with customers to establish long term growth through outstanding service and greater understanding of customers .
- New Business Development Manager April 2014 - October 2014 Maintained a heightened awareness of market dynamics, emerging Opportunities and .
- Connected clients to a comprehensive team of marketing and advertising specialists, in order to facilitate growth and success in their businesses.

SCHOLASTICS

- Bachelor of Arts - (Psychology State University of New York College at Binghamton)