

ROBERT SMITH

Vice President Business Development II

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

SUMMARY

Seasoned Sales and Management Professional with over years of successful sales and marketing and data processing services. Excellent organizational and Responsible for evaluation of and preparation of database hosting and related services presentation/proposal.

CORE COMPETENCIES

Project Management, General Contractor, Electronic.

PROFESSIONAL EXPERIENCE

Vice President Business Development II

ABC Corporation - 2010 – July 2013

Key Deliverables:

- Maintain team for the segment, consisting of four major product categories and three consumer brands.
- Manage up to three direct reports and a multimillion-dollar budget.
- Implementation of two new business models platforms to redefine consumer experience in home products.
- Design and commercialization of an end-to-end, experience for home products, including three process patent designs.
- The developed new venture, program design and implementation large home furnishing retail, and franchise.
- Designed, delivered, and led the implementation of managed, in-home service networks as part of market expansion.
- Implemented new, effective lead generation process Effectively consulting projects within the first months.

Vice President Business Development II

ABC Corporation - 2006 – 2010

Key Deliverables:

- Actively pursued new business verticals in depot repair, reverse logistics and procuring product returns from multiple manufacturers and suppliers.
- Managed customer relationships and actively identified specific requirements and strategic direction.
- Report directly to the company CEO.
- Participated in the development of the corporate strategic plan.
- Worked with multiple manufacturers and distributors on the purchasing of product returns and reverse logistic activities.
- Worked with multiple distribution channels on the procurement in consumer electronics, appliance, lawn and garden and commercial lighting for the ecommerce division.
- Presented at quarterly Board of Director meetings on current and future Business.

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EDUCATION

- BS