

## Business Specialist

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### Objective

Accomplished Business professional with a proven track record of providing strategic and tactical business support to Fortune 500 Companies. Experience includes: financial analysis, business process performance analysis, re-engineering and ownership, treasury activities including accounts receivable and accounts payable, and stock trade resolution. Special expertise in global business development and funding, foreign currency and exchange compliance management.

### Skills

Microsoft Office.

### Work Experience

#### Business Specialist

**ABC Corporation** - 2007 - 2013

- Start-up business offering professional consulting services to the Chemical and Petroleum Industries.
- Business Specialist Developed start-up and scaling cost estimates for supporting business scenarios included in business plans proposed to venture capital firms.
- Responded to options offered for funding the business through selling equity positions in the funded enterprise.
- Explored potential cost savings from the use of small business incubators available in the New England and Mid Atlantic states that would support the firms business strategy and evolutionary needs.
- Co-authored proposals to expand the firm from a professional consultancy to offer outsourcing services that enabled business documents to be authored and published in compliance with international regulatory requirements.
- Identified potential outsourcing partners including translation services, software providers, and other EH&S consultants to build and expand the firms stand-alone service needs and capabilities.
- Secured legal services for supporting business promotion and development including protection of proprietary technology and processes.

#### Business Specialist

**Apple** - 2003 - 2007

- Introduce Apple solutions, technology, and services to business customers.
- You spend time on the sales floor, meeting first-time and current business customers and learning their needs.
- You generate new leads and build relationships, connecting over the phone or through in-store workshops and events.
- You discover customer needs through briefings and work with the Business Team to prepare and present proposals.
- For customers with more complex needs, you work with the entire Business Team to craft the ideal solutions.
- Finally, you inform and offer customers the complete suite of sales support options.

- By engaging customers to think about the possibilities of Apple technology in their businesses, you help build success - not only for your team, but for our customers as well..

## Education

Business Analyst Certificate in Continuing Education - 2016(University of Delaware - Wilmington, DE)