

ROBERT SMITH

Senior Independent Business Consultant

E-mail: info@qwikresumc.com

Phone: (0123)-456-789

SUMMARY

Highly qualified Independent Business Consultant with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and I would excel in the collaborative environment on which your company prides itself.

SKILLS

Manager, leader, and team-builder with strong communication.

WORK EXPERIENCE

Senior Independent Business Consultant

ABC Corporation - 2006 – 2015

- Recruited, trained, and lead top sales teams.
- Opened new markets, secured and managed client relationships, and developed strategic channels of distribution.
- Supported company initiatives to enhance value of programs, increase visibility and brand awareness, manage projects, secure new business and maximize all business opportunities.
- Successfully secured high profile resellers in Texas, Florida, and Missouri and handled all aspects of continual management of accounts from training management and staff to developing specific account programs.
- Opened 2 new territories, built sales teams, which resulted in over 1 million annual sales within the first year.
- Stewart Title Leading provider of real estate services, including global residential and commercial title insurance, escrow and settlement services, lender services, underwriting, specialty insurance and other solutions that facilitate successful real estate transactions.
- Director of Sales/Marketing - Houston, Texas Hired to lead 17 member sales team to increase overall company revenue and enhance the marketing and sales initiatives.

Junior Independent Business Consultant

Delta Corporation - 2003 – 2005

- Special Advisor to mixed-use redevelopment in hotels, offices, retail, residential Special Advisor to developer acquiring.
- Software training for JDEdwards General Ledger, Advanced Financial Reporting, and Hyperion Pillar Project Manager for the installation and .
- Opened European markets for product lines Implemented and evolved high-impact strategies to target new business opportunities and new markets.
- Managed both inbound and outbound marketing campaigns to generate new business and to support partner and sales teams.
- Presented on current promotions to the public at events and tradeshow.

- Consulted with business owners to determine the value of products for their employees.
- This is Dummy Description data, Replace with job description relevant to your current role.

SCHOLASTICS

- Bachelor of Business Administration in Marketing - (The University of Texas at Austin - Austin, TX)