

Robert Smith

Asst. Business Development Executive

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SUMMARY

Worked with the largest companies in the world, down to individual consulting in the B2C space. Challenged and rewarded for those efforts. Complex problems for clients and spending time with them learning about their greatest challenges.

SKILLS

CORE SKILLS Microsoft Word, Excel, PowerPoint, Access,.

WORK EXPERIENCE

Asst. Business Development Executive

ABC Corporation - November 2004 - January 2008

- Responsible for leadership, mentoring, and managing product teams doing research, development and engineering.
- Total responsibility for work of teams resolving technical & operating problems as well as budgets.
- Provided technical leadership to teams with guidance and advanced subject matter skills mainly in robotics.
- Developed a family of totally new products for lean manufacturing- US Patent #7,694,583.
- Current workforce was not used to working with robots and needed to mentor them with the applications.
- Guided the sales force as to new potential customer contacts as well as leading the engineering group to adapt new thinking of holding parts in robotic grippers as well as measuring parts at the same time.
- Worked with high level teams such as the Board of Directors and President of the company and got their full support for implementing strategic plans in all departments of the organization.

Business Development Executive

ABC Corporation - 1999 - 2004

- A former division of the British government, based in the United States that drove foreign direct investment into the northern region of England.
- Developed NoE project pipeline by generating and qualifying leads, increased the pipeline by 30%.
- Researched sector trends and company developments to gauge interest in international expansion and desire to invest in the UK.
- Utilized business intelligence databases and CRM systems to gather and maintain contact information and client interactions, and engage C-level executives on a regular basis to influence foreign direct investment decisions.
- Coordinated five NoE large-scale networking events for 25-100 guests at conferences and trade shows.
- Recommended focuses for sectors, industries, and technologies to two collaborating Regional Development Agencies One NorthEast (ONE) and the Northwest Regional Development Agency (NWDA) Worked on secondment as an Investment and Aftercare Specialist Advisor.
- Additionally, updated unique selling propositions for the regions digital and creative media and electric vehicle sectors and developed market access reports for potential investors with the regional life sciences centre of excellence Arranged C-level.

EDUCATION

B.S. in Industrial Design/Manufacturing Engineering - (The Ohio State University)