

ROBERT SMITH

Vice President Of Business Development And Finance

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

SUMMARY

Vice President of Business Development driven to create new customers within a short amount of time. Motivated to generate and increase sales while delivering top-notch customer care. I believe listening is one of the most important attributes of a successful sales person and manager. Possessing a strong history of achievement and advancement created by being a dedicated hardworking team member. I

CORE COMPETENCIES

Microsoft Office Suite, Departmental Management & Budgeting, Strategic Sales, Coaching and Team Development

PROFESSIONAL EXPERIENCE

Vice President Of Business Development And Finance

ABC Corporation - June 2013 – May 2014

Key Deliverables:

- Analyze competitive market strategies through analysis of the related product, market, or share trends.
- Analyze technology trends to identify markets for future product development or to improve sales of existing products.
- Direct and coordinate activities of businesses or departments concerned with the production, pricing, sales, or distribution of products.
- Review financial statements, sales, and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Determine staffing requirements, and interview, hire and train new employees, or oversee those personnel processes.
- Monitor businesses and agencies to ensure that they efficiently and effectively provide needed services while staying within budgetary limits.
- Prepare budgets and approve budget expenditures. Direct, plan or implement policies, objectives, or activities of organizations or businesses to ensure continuing operations, to maximize returns on investments, or to increase productivity.

Vice President Of Business Development

ABC Corporation - 2011 – 2013

Key Deliverables:

- Oversaw redesign of biomechanical diagnostic software and orchestrated a new marketing strategy for the product.
- Led the successful launch of the redesigned products into new markets.
- Identified and established relationships for distribution channels for new products.
- Supervised onsite teams responsible for product launch and integration.

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- Created and implemented a plan for remote pilot tests and new product rollout for 70 stores.
- Delivered new revenues and cost savings that took the company from negative revenue of \$250K to break-even point, with projected positive cash flow in less than 1 year.
- Grew business exponentially by identifying, establishing, and managing strategic relationships at the C level.

EDUCATION

- Bachelor of Science in Legal Studies - 2010 (NATIONAL PARALEGAL COLLEGE - Phoenix, AZ)