

ROBERT SMITH

Director Of Business Development And Operations

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Over 5 years of experience as a Director Of Business Development. Seeking to pursue a management position where I can utilize my industrial project sales experience as well as my bilingual skills.

EXPERIENCE

Director Of Business Development And Operations

ABC Corporation - FEBRUARY 2011 - MAY 2013

- Wrote a business plan to sell engineered industrial equipment to manufacturing plants in Latin America.
- Sold and exported air pollution equipment, material handling, and replacement parts.
- Evaluated geographic regions/industries with highest sales opportunities for products/services.
- Developed the marketing campaign tailored to specific industries in the Latin America b2b market.
- Identified unique sales channels in different countries and adapted sales strategy to the target market.
- Developed manufacture (OEM) purchasing agreements to obtain preferential pricing.
- Generated purchase orders for external parts required to complete equipment specifications.

Director Of Latin America Sales

ABC Corporation - AUGUST 2008 - JANUARY 2011

- Developed and executed Latin America sales division, responsible for all departments.
- Sold large-scale industrial filtration equipment to control emissions, transport and recuperate product.
- Added \$1,235,000 in sales volume by tailoring product offering to customer needs.
- Increased gm profit by 20% in the second year by implementing targeted sales and marketing plans.
- Executed and managed 41 engineering projects for large, industrial manufacturing plants.
- Managed all operations from proposal generation, export, equipment delivery to latin america port.
- Integrated latin america sales requirements to correlate with current domestic operations.

EDUCATION

- Bachelor's in Business Administration, International Business, Spanish - (University Of Kansas - Lawrence, KS)International Business, Marketing, Microeconomics - (Western Institute Of Technology - KU Study Abroad Program - Guadalajara, Jal.)HS- (Olympia High School - Olympia, WA)

SKILLS

Bilingual: English/Spanish. Verbal And Written, Communicate Professional And Localized Conversation, Autocad LT: Read Engineering Plans, Industrial Plants, and Equipment.