

Robert Smith

Vice President Business Development/Representative

CONTACT DETAILS

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PERSONAL STATEMENT

Innovation evangelist with significant business brings about strategic change. Excellent experience representing companies with large customers, at trade shows & conferences, and with the press.

WORK EXPERIENCE

Vice President Business Development/Representative **Building Enhancement Network - April 2015 - 2019**

Responsibilities:

- Leading Systems Integrator and provider of technology solutions.
- Established specializes in enterprise network integration, hosting and disaster recovery solutions.
- Specialized in healthcare software applications, e-commerce, e-mail, and professionally managed data center.
- Recent win with one of the largest Hospital radiology groups in CT.
- Scanning needs, document management, security compliance and practice management software.
- Provided consulting, design, management and sales of Disaster recovery - business continuity solutions.
- Initiated and implemented a Healthcare solutions program to include design, security, training, support, and installation.

President Business Development/Representative **ABC Corporation - 2014 - 2015**

Responsibilities:

- 1 year GENERAL MANAGER | 5 years Created and grew a start-up joint venture business focused on providing contract field service.
- Joint venture partners were KMC Systems and PEAK-Service GmbH; based in Darmstadt, Germany.
- Achieved annual revenue of \$3M in 4 years by creating and implementing opportunities resulting from business development activities which included a total client base of 10 companies with annual revenues ranging from \$30K to \$2M.
- Grew the company to a total of 30 employees in 4 years hiring both field-based technical and office personnel necessary to support our customers needs.
- Evaluated and implemented all necessary infrastructure including company vehicles, communication equipment, IT requirements, employee benefits, and legal representation.
- Developed marketing plans and materials necessary to support 8 trade shows annually..
- This is Dummy Description data, Replace with job description relevant to your current role.

SKILLS

Team Building, Team Leadership, Teamwork, Customer Service, Access

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

BS