

Robert Smith

Lead Business Development Specialist

PERSONAL STATEMENT

Brings 10 years directing strategic C-Level, B-B, South Florida and national business development integrated with marketing and community outreach. Efforts resulted in over \$10 MILLION worth of newly generated client proposals from Fortune 500/ 1000 companies by developing opportunities to bring principals forward to meet client decision makers. Excels in leading firms new to the South Florida market or with new initiatives to gain new business and customer retention, using knowledge of the cross-industry trends and market connections that create a competitive edge.

WORK EXPERIENCE

Lead Business Development Specialist

ABC Corporation - August 2011 - March 2016

Responsibilities:

- Bring a comprehensive array of branded insurance products to life in engaging presentations to members, partners and prospective clients.
- Serve as an educator and advocate to prospective clients and members, offering skilled recommendations and solutions to meet their specialized health benefit needs.
- Develop strategies for lead generation events and new business, by working together with the community leaders and offering an array of activities and engaging educational events for the community.
- Accomplishments I have opened and generated all the new business for the Inland Empire territory for the past 4 years.
- Developed a local area marketing technique that has helped us market and brand our business to our target population.
- Continue to work hand and hand with community professionals to integrate and on-board new business relationships.
- Specialize in networking and building strong relationships with consumers and business partners in numerous communities.

Business Development Specialist

ABC Corporation - 2006 - 2011

Responsibilities:

- Midsized non-profit specializing in utilization management, quality improvement, and fraud and abuse programs
- Oversaw the acquisition of new business, strategic planning, and marketing
- Captured over \$45M in state and federal contracts and expanded Southeast market
- Implemented a project management approach to streamline proposal development
- Created project plans and requirements / design documents for proprietary IT systems
- Identified key performance indicators and built a strategic dashboard for executives
- Conducted process audits to support the ISO 9001 certified quality

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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www.qwikresume.com

SKILLS

Bilingual Spanish,
Microsoft Office.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

management system.

Education

Associates in Business Management - (Southern Ohio College - Fort Mitchell, KY)