

# ROBERT SMITH

## Managing Director/Business Development

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Accomplished results driven Managing Director/Business Development. Expertise, knowledge, and insight across multiple industries, including information technology, financial, professional and business services. Highly skilled at increasing efficiency, problem-solving, stimulating growth and improving competitive advantage. Additional strengths encompass improving infrastructure, establishing effective business practices for staffing, sales, operations and client service satisfaction serving start-up and Fortune 1000 companies.

## EXPERIENCE

### Managing Director/Business Development

#### ABC Corporation - 2014 - 2016

- Increased annual billing by over \$1 million for this start-up IT staffing firm.
- Structured clear priorities, strategies, goals and directed activities of 9 Recruiters and 3 Account Managers of offices, in Jersey City, NJ, Patna, and Noida India.
- Increased job requisition and candidate submission turnaround time from an average of 12 hrs.
- Secured and supervised delivery and completion of placements of 14 contract consultants and 2 permanent candidates.
- Coordinated Immigration Attorney and H-1B consultants preparation and submission of documents to the U.S.
- Negotiated and prepared service level agreements with direct clients, tier 1, and 3rd party and off-shore vendors.
- Monitored consultants performance and ensured client satisfaction and retention.

### Regional Managing Director

#### ABC Corporation - 2012 - 2013

- Oversaw the work of internal and external stakeholders/partners across various countries to ensure project activities are completed on time, within the scope and within budget.
- Planned, developed and implemented new processes and protocols to support research activities.
- Managed research project budgets and made critical decisions on expenditures.
- Managed communication between the project's various internal and external stakeholders.
- Ensured timely reporting to partners and stakeholders on a quarterly and annual basis.
- Oversaw full-cycle recruitment of project staff.
- This is Dummy Description data, Replace with job description relevant

to your current role.

## EDUCATION

- Bachelor Of Arts in Economics - 2011 (Queens College City University Of New York)Certificate Of Appreciation in Environmental Protection Agency - (Hawaii Pacific University)

## SKILLS

Marketing, E-Marketing, Social Media, Teambuilding And Leadership, Best Practices, Data Management, Application Development & IT Management