

ROBERT SMITH

Sr. Regional Business Development Manager

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Highly-successful bi-lingual professional with experience in business development, management, customer service development, multinational marketing research, project management, business relations.

EXPERIENCE

Sr. Regional Business Development Manager

Oakworks, Inc. - FEBRUARY 2004 - 2019

- Responsible for maximizing profitability, growth and market share through developing new opportunities and optimizing existing business.
- Promoted to the following positions Account Executive, Key Account Manager, Business Development Manager.
- Exceeds established team goals and executes action plans for each account.
- Identify prospects; qualify productive customers, convert to appropriate sales channels and monitor for customer satisfaction.
- Grew assigned market segment from the smallest revenue producer to the Companies largest.
- Provides Director of Business Development with updates on Account changes, forecasts, leads, prospects, market trends, growth opportunities.
- Developed key aspects of pilot position created to grow an organization.

Regional Business Development Manager

ABC Corporation - 2002 - 2004

- Full array of staffing, direct placement, on-site, advanced evaluation assessment & augment staffing needs for the Mid-South area.
- Understand the clients business and associated needs to a significant depth, in order to best identify and develop solutions with the resources available within corporate, which will yield the optimum mutual return.
- Responsible for guiding the development of programs, training, sales tools, scripts and plans to enable the clients technology and operations to optimize and maximize net revenue/margin for Greater Memphis area.
- Analyze market statistics, customer information, and competitor data/services to formulate effective relationship building strategies.
- Partners with sales management, operations management, corporate marketing, etc.
- to ensure that contractual obligations are met, product offerings are

delivered efficiently, and the relationship with the client is profitable and amicable..

- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- ASB in Business and Marketing - 1980(Yorktowne Business Institute - York, PA)

SKILLS

Business Development Sales, Product Training Marketing, Brand Management.