

ROBERT SMITH

Business Development Officer I

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Extremely enterprising and innovative business professional with exceptional skills in project management, sales, marketing and communications. Accomplished at establishing and maintaining effective lasting business relationships and partnerships among corporate and business leaders, as well as government officials.

APRIL 2006 - AUGUST 2007

BUSINESS DEVELOPMENT OFFICER I - ABC CORPORATION

- Built new brand identity and credibility within the Tri-Valley business community
Designed and developed a campaign to readily promote the new corporate brand throughout five cities region.
- Partnered with local Chambers of Commerce at many levels and established a corporate image and brand.
- Reviewed existing key client programs and designed and implemented new programs to expand market share.
- Designed marketing campaigns including seminars, direct mail and email campaigns for target markets.
- Reviewed existing key client programs and designed and implemented new customized programs.
- Proactively solicit new consumer banking relationships while retaining and expanding current accounts.
- Develop and maintain a referral network of industry and business professionals including businesses, business owners, and professional employer organizations.

2002 - 2006

BUSINESS DEVELOPMENT OFFICER - ABC CORPORATION

- 14225 Retain and expand sales revenue in account base.
- Growth of Savin equipment sales by coaching from 12%/Year - 48% currently.
- Execute on sales presentations to increase gross profits and meet customer demands.
- First place winner 3 years in a row - All Sales Meeting presenter.
- Averaged 127% over tenure with IKON Sales.
- Market all Canon, Ricoh, IKON branded and other sales related goods and services for sales.
- Perform 4 in house demos monthly as well as an average of 8 appointments weekly..

EDUCATION

Bachelor's of Science in Business Management (Construction), Minor in Civil Engineering - 1984(California State University - Chico, CA)

SKILLS

Communications, Project Management, Marketing, Sales, Business Development.