

# Robert Smith

## *Business Development Executive II*

### PERSONAL STATEMENT

To obtain a position that challenges me and provides me the opportunity to reach my full potential professionally and personally utilizing my abilities and years of experience. To join an Organization that is progressive intellectually and technically, and one in which practices collaborative leadership with integrity and honesty throughout.

### WORK EXPERIENCE

#### ***Business Development Executive II***

**ABC Corporation - 2011 - 2014**

##### *Responsibilities:*

- Successfully mastered a very sharp learning curve in a short period of time, achieving the highest sales closing ratio of all training participants.
- Proactively evaluated competitive activity and business operations and determined recommendations to restructure the organization and to improve the company brand.
- Consistently ranked among top performers, expanding customer base while maintaining excellent client rapport despite intense market competition and a tumultuous economic climate.
- Identified customer requirements and maintained contacts.
- Involved in the decision-making process together with technical staff and management decision-makers, facilitating the execution of the sales process.
- Built sound, lasting, working relationships with key partners and clientele.
- Analyzed important industry market intelligence in relation to market trends and future product development.

#### ***Business Development Executive***

**ABC Corporation - 2006 - 2011**

##### *Responsibilities:*

- Responsible for outside sales of landscape maintenance services to commercial, government, multi-family, and residential markets in the greater San Diego, Inland Empire, Coachella Valley, and Orange County.
- Position focus new account acquisition.
- Position also required account management / development.
- Developed / implemented strategic business and marketing strategies in consultation with managers.
- Coordinated with landscape crews to ensure client satisfaction.
- Services included Landscape Maintenance, Tree Trimming, Water Management, Landscape Design, and Landscape Construction Major markets included Commercial Properties, Military Housing, Municipalities, Apartment Buildings, Residences, and Golf Courses Key Accounts included Camp Pendleton, Associa, City of San Diego, PCM, N.N.
- Jaeschke, First Service Residential, and Irvine Company Apartments

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### **CONTACT DETAILS**

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### **SKILLS**

MS Office, Salesforce.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

Interfaced with Property Managers, HOA Boards, Maintenance Supervisors, Architects, City Engineers, Golf Course Superintendents, and Maintenance Supervisors Negotiated contracts ranging.

## Education

Bachelor of Science in Business Administration - (Strayer University - Washington, DC)