

Robert Smith

Associate. Vice President business Development

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

Ms. Office Suite,
Business Development IT
Infrastructure, Customer
Service Skills, Cleaning,
Computer Skills, Typing
50 Wpm

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

An innovative and dedicated executive who is seeking an opportunity where Known as a strategic planner and creating a vision of the future state that inspires teams to deliver results that drive dollars directly to the bottom line.

WORK EXPERIENCE

Associate. Vice President business Development **ABC Corporation - April 2014 - November 2015**

Responsibilities:

- Development Focused business development on the department of the defense market.
- Created business development strategy and objectives.
- Achievements Restructured new strategic planning and business development pipeline to increase growth.
- Revitalized and Testing Intelligence Business Unit into and organization capable of providing professional services including logistics and training.
- Positioned unit to win logistics and training contracts.
- Lead the New Business Development process booking for million in new contracts.
- Responsible for developing new business opportunities with several major Oil, Gas and Chemical companies.

Associate. Vice President business Development **ABC Corporation - 2009 - 2014**

Responsibilities:

- Opened up the Western Division branch in January of 2014 where I was responsible for prospecting/selling of new business along with establishing substantial sub-contractor agreements.
- Top performer in 2014 with over \$40M in annual card revenue.
- Top performer YTD in 2015 with over \$48M in annual card revenue.
- Established clients in 4 new states and 5 new vertical markets.
- Closed the two largest revenue generating accounts in company history.
- Won two Presidents Challenge contests, creating the most new opportunities over a 90 day time period and selling the most new contracts.
- Instrumental in the development of the RFP process for large clients and government/utility prospects..

Education

BS