

Robert Smith

Associate Business Relationship Manager

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Program Development,
Operations
Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

To secure a position where I can utilize outstanding organizational, detail oriented and multi-task oriented skills, which can help in managing the work efficiently and in running the administration smoothly.

WORK EXPERIENCE

Associate Business Relationship Manager

ABC Corporation - 2013 - 2015

Responsibilities:

- Build and strengthen a working relationship between the supply chain business users and the IT department.
- Establish strategic direction and drive the empowerment of technology solutions.
- Champion the process of developing and presenting executive business case requests requiring technology solutions to help drive strategic-level initiatives.
- Developed a 5 year IT strategic road map for the Supply Chain line of business to be presented to the executive leadership team.
- Initiated the project and defined the scope to construct a new 600,000 sq.
- Distribution center to meet the additional supply chain capacity demands of the new store growth.
- Collaborated with the Supply Chain senior leadership to define the scope to establish a new west coast port facility to position the supply chain team to process our imported product in a more efficient and cost-effective manner.

Business Relationship Manager

Insys Inc - 2012 - 2013

Responsibilities:

- East As a BRM I work along with the patient service center (PSC) which supports managed care initiatives in a designated territory in compliance with the laws, policies and procedures of the company.
- BRMs establish and drive patient relations strategies for the PSC by interacting with health care practices and specialty sales professionals (SSP).
- Responsible for training and educating healthcare practice personnel, SSPs and patients on the function of the PSC and the company materials.
- Ensuring accuracy of such information such as prior authorization forms co-pay assistant and managed markets information in one of the highest revenue generating territories in the country.
- Working directly with the SSP to strategically identify opportunities in a given territory then making joint sales calls along with the SSP to build relationships and gain market share.
- My dedication along with my high level communication skills to the

sales team as well as my customers as allowed me to gain trusted advisor status and in turn increase market penetration for INSYS..

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

Education

Masters of Business Administration in Business Administration -
(University Of North Florida - Jacksonville, FL)