

Robert Smith

Regional Business Development Manager III

CONTACT DETAILS

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PERSONAL STATEMENT

Track record in the fields of effective contract and people management, client management. Proven proficiency with Sales force, Microsoft Windows-based computer systems and programs, including Microsoft Office Suite.

WORK EXPERIENCE

Regional Business Development Manager III

ABC Corporation - April 2010 - September 2016

Responsibilities:

- Covering TX, LA, AR, OK Strategically developed territory through an implemented sales process resulting in total sales.
- Gained valuable management skills through managing multiple distributors and contacts within a vast territory.
- Gained valuable knowledge in the education of a customer and providing solutions to their needs.
- Greatly expanded knowledge in industry and maintenance reliability.
- Coordinate mobilization of resources for emergency work within 1 hour of a customer calls, including equipment, materials, personnel.
- Proactively manage onsite incident responses to promote the exclusive use of Hulcher services over the competition.
- Analyze market data to identify the demand for new service lines and machinery.

Regional Business Development Manager

ABC Corporation - 2005 - 2010

Responsibilities:

- Business Development Manager in regions of United States.
- Supported sales goals and organization initiatives.
- Created, developed and managed effective programs to improve business behavior of clients and teams including analysis of their sales, operations, marketing strategies and exit strategy planning.
- Trained 6,000+ sales associates and business owners.
- Developed and presented 35+ sales, business and motivational seminars and programs and plans to implement Presented to groups of all sizes for Hunter Douglas retailers and interior design professional clients Worked with 55+ window fashions clients as.
- Monitored and evaluated program activity Speaker at interior design regional meetings on topics that educate on best practices for increasing sale including successfully reaching all audiences through your social media message focusing on th generational differences.
- This is Dummy Description data, Replace with job description relevant to your current role.

SKILLS

Distribution, Sales,
Business Development,
Negotiation.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

General - 2004(Anderson Academy - Vero Beach, FL)