

Senior Business Development Manager/Executive

ROBERT SMITH

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Objective

Highly organized and diligent Human Resources professional with over 5 years of experience. Works closely with top executives to develop and implement institutional goals and philosophies with respect to acquiring.

Skills

Sales, Account Management, Tourism.

Work Experience

Senior Business Development Manager/Executive

ABC Corporation - March 1999 – February 2001

- Actively engaged in on-going technical and product certifications. Made outbound phone calls throughout assigned territory.
- Qualified leads to determine demographic fit within target specifications.
- Established call objectives and took appropriate action to achieve those objectives.
- Implemented various prospecting techniques to penetrate potential prospects and clients.
- Established, maintained, and grew a book of accounts by establishing customer relationships.
- Prepared and delivered enticing and engaging product presentations by emphasizing features, benefits, and outcomes to clients.
- Serviced clients by providing technical information, quotes, financial arrangements, and shipping schedule.

Senior Business Development Manager

ABC Corporation - 1994 – 1999

- Primary responsibilities included Promote and develop alliances between CCF and major medical device Companies.
- Develop strategies and guide case managers on tactics related to licensing CCF technologies.
- Identify, analyze and prioritize opportunities for the development of new technologies that capitalize on CCF proprietary technology.
- Track technologies and products across priority medical device markets to support CCF clinical and research innovation and product development.
- Maximize the value of CCF IP by identify and executing in-licensing of external IP.
- Significant Accomplishments Established strategic relationships with numerous medical device companies not previously engaged with the CCF Innovations, developed model to assess in-license opportunities and or co-development of non-CCF technologies.,.
- Initiated structured invention program designed to facilitate innovation within the CCF Orthopedic group..

Education

Bachelor of Science in Cellular and Molecular Biology - (University of West Florida - Pensacola, FL)