

# ROBERT SMITH

## Assistant Manager Of Business Development

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To obtain a position within the sales industry that will allow to develop strong relationships, and showcase the benefits of products and services in order to drive revenue.

**MARCH 2000 - FEBRUARY 2002**

### **ASSISTANT MANAGER OF BUSINESS DEVELOPMENT - ABC CORPORATION**

- Responsible for the growth and development of new the Managed Security Service.
- Fully managed-vendor firewall, Virtual Private Networks (VPNs) Intrusion Detection Systems (IDS), Log -analysis network monitoring, network vulnerability assessment, URL filtering and remote user VPN.
- Managed relationships with One Secure partners in the territory.
- Collaborated with client management to create customized service plans intended.
- Finished Fiscal Year 101% of plan against a goal of \$14 Million.
- Built a strategic relationship with VoiceStream Wireless and brought to market the Digitized peripheral system o Annual revenue for this venture.
- Hosted trainings for teams across the nation and received the Diamond Club Award.

**1998 - 2000**

### **MANAGER OF BUSINESS DEVELOPMENT - DELTA CORPORATION**

- leader of business development team during periods of rapid growth, economic challenges and organizational evolution.
- Clinical Liaison for Prime HealthCare - 2007 to 2010 o Under direction of Vice Chairman, Regional CEO for Orange County.
- o Providing a clinical presence and marketable assist to the community of healthcare facilities and physicians relations; building opportunities for .
- Psychiatric Assessment Team for Prime Health Care - 2005 to 2007 o Providing complete assessment to Emergency room patients in concert with M.D.
- requests for psychiatric evaluation; providing referrals to increased admissions and census.
- August 2009-October 2011 Company and product branding Creative consultant and designer Internal and external communications-consisting of public and .
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

B.S. in Electronic Engineering - (Chico State University)

## SKILLS

Microsoft Office, Adobe Photoshop Elements, Google Analytics, Final Cut Pro, Final Draft.