

ROBERT SMITH

Regional Business Manager/Supervisor

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SUMMARY

Senior-level Sales Management Executive with demonstrated record of excelling at the local, district, regional and national levels, and award-winning career performance. Defines and executes high-impact strategies that strengthen revenue, profit, and share in highly competitive markets.

SKILLS

Management Experience, Sales & Marketing, Training & Development, Salesforce.Com, Concur.

WORK EXPERIENCE

Regional Business Manager/Supervisor

ABC Corporation - 2006 – 2009

- Development and execution of quarterly business plans, monitoring managed care pull-through with assigned Account Director.
- Work in collaboration with Latuda Manager to ensure growth with products to exceed sales goals.
- Created and executed a new reward and recognition program for field sales.
- Mentored respective voice pro territory account specialists and trained distributor partners on benchmark technology.
- Facilitated conversations with industry-related organizations to develop official partnerships.
- Trained and assisted territory managers in identifying leads, performing presentations on the product, and managing the pipeline.
- Coordinated and conducted the first-ever by district cluster pieces of training.

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ABC Corporation - 2002 – 2006

- Led 10-member team of award-winning sales professionals in the Florida region; define sales goals; train and motivate team members to exceed region and national sales objectives.
- Managed client base of more than 150 hospitals, LTC and DME facilities; cultivated relationships with C-Suite and clinical pharmacists; calling on Neurologist, Pulmonologist and IMs (Aptiom and Brovana).
- Spearheaded development of highly successful long-term care initiative.
- Drove improvement in sales of key product by partnering with the brand team to create targeted business strategies.
- Mentored underperforming sales specialists to top revenue generators by providing guidance, focus and intensive training.
- Finished FY 14 #2 out of 16.
- Finished FY 15 #1 out of 5 and #7 out of 16 and PCE winner..

SCHOLASTICS

- Diploma