

ROBERT SMITH

Business Development Officer/Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Interested in a strategic position that utilizes banking career experiences in customer service, personal and construction lending, investments and business development.

CORE COMPETENCIES

Technical Support, Banking, Marketing.

PROFESSIONAL EXPERIENCE

Business Development Officer/Manager Peace Corps Uganda - June 2015 – 2019

Key Deliverables:

- Managed seven area grain cooperatives in matters of storehouse management and self-governance.
- Implemented a new storehouse inventory system to ensure product quality and safety.
- Discovered market linkage for the World Food Program to sell household grain silos to over 1,200 farmers.
- Created annual business plans and income statements for nine regional grain cooperatives.
- Educated over 150 grain cooperative leaders in the subjects of financial literacy, entrepreneurship, post harvest handling, value chain management and marketing.
- Developed and registered three area grain cooperatives composing of more than 1000 members.
- Trained 60 Peace Corps volunteers and host country counterparts in financial literacy, business planning and animal husbandry.

Business Development Officer ABC Corporation - 2010 – 2015

Key Deliverables:

- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- Focus on companies 1 to 8 million and under in annual sales.
- Built a network in the community with Attorneys, CPAs, and other community influencers.
- Acquired new business customers to the bank through new C & I lending, CRA Loans, SBA 7A, and treasury management.
- Completed the cash flow analysis and credit write for all credit deals before submission to underwriter.
- Exceeded loan production goals for the year by 15%.

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- Worked with Commercial Lenders on deals I sourced over \$2,000,000.00..

EDUCATION

Bachelors of Science in Agricultural Economics - (Kansas State University - Manhattan, KS)

