

Robert Smith

Vice President Of Business Development And Finance

Phone (123) 456 78 99

Email: info@qwikresume.com

Website : www.qwikresume.com

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

SUMMARY

Dynamic Vice President Of Business Development And Finance with progressive experience in engineering and management, successfully developing strategies and leading high-performance teams to further key initiatives and overall business operations. Adept at cultivating partnerships and building lasting relationships across all groups and across business sectors. Specialized knowledge in organizational expansion, business development, systems building, financial growth, ROI planning, and corporate governance to effectively increase revenue and improve operations.

SKILLS

Microsoft Office, Management, Green Belt, Marketing, Sales, Excellent Public Speaking and Presentation Skills, Strategy

WORK EXPERIENCE

Vice President Of Business Development And Finance

ABC Corporation - April 2009 – September 2015

- Directly developed Marketing and Sales departments, including organizing sales channels and representatives as well as leading sales activities.
- Identified, implemented and managed the accelerated design and rollout of the new corporate brand image while overseeing project delivery and customer interface.
- Significantly revamped and negotiated new sales representative contracts.
- Full P&L responsibilities for New Business group and all programs.
- Achieved the development of the new Defense and Off-Highway sales and marketing plans and oversaw the organization of this new business unit.
- Successfully gained BAE Systems and Caterpillar in the Defense and off-highway industries as major accounts.
- Achieved \$8 Million in new customer orders over the 18-month timeframe.

Vice President Of Business Development

ABC Corporation - 2006 – 2009

- Personally expanded brand continuity through correspondence, visits, trade shows and new media tools.
- High-level account management with targeted CEO/CFO/COO/CNO(Chief Nursing Officer) and Surgical Services.
- Worked with Anesthesiologists, CRNAs, VPs of Surgery, VPs of Operations to deliver unique anesthesia solutions.
- Continually evaluate the effectiveness of business development performance against market constraints.
- Evaluate strategic opportunities, monitor national and state trends and incorporate key elements into compliance.
- This is Dummy Description data, Replace with job description relevant to your current role.
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EDUCATION

Bachelor of Science in Electrical Engineering - 2005 (University of Michigan - Dearborn - Dearborn, MI)