

Robert Smith

Regional Vice President II

PERSONAL STATEMENT

Sales and marketing executive with superior performance in the financial services industry. A resourceful and innovative leader with a proven record of building sales, General Agent recruiting, Agent Recruiting, and exceeding expectations in a wide range of business environments.

WORK EXPERIENCE

Regional Vice President II

ABC Corporation - March 2000 - September 2015

Responsibilities:

- Proven track record of success increasing revenue, client satisfaction and profits.
- Secured and managed key National and Regional accounts, achieves primary & preferred vendor status, and establishes both internal and external long-term strategic partnerships.
- Lead team through decisive leadership, positive mentoring, metrics, and clear communications of the organizations goals and objectives.
- Expertised in developing and executing presentations and skilled at contract negotiation.
- Demonstrated ability to develop relationships with key stakeholders.
- Completed the CFP Education requirement and became a Financial Advisor.
- Realized a savings of over \$750,000 in the solicitation of the demolition projects through intense bid negotiations.

Regional Vice President

Delta Corporation - 1997 - 2000

Responsibilities:

- Responsible for meeting sales goals, developing new and maintaining existing client relationships with broker dealers and investment professionals .
- Responsible for Business Development and Operations in the Midwest with more than 120 multi-site and multi-state Respiratory Care programs in SNF .
- Comprehensive administrative responsibility through June 1998 at SunCare for the Midwest Division.
- Area of responsibility encompassed 18 District Managers and 192 Stores with annual sales volume of \$3.0B Responsible for executing and administering .
- Interviewed, trained and managed Account Executives Managed Southeast/Atlantic Coast profit and loss Maintained 98.3% customer retention Increased .
- Oversaw all aspects of Human Resources, Payroll, Safety, and Property Casualty & Benefits insurance programs.
- This is Dummy Description data, Replace with job description relevant to your current role.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Microsoft Office,
Management, Project
Management, Benefits
Administration, Safety,
FMLA, COBRA, ERISA.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

Bachelors of Science in Education - (University of Wisconsin - La Crosse, WI)