

Robert Smith

Community Business Development Specialist

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SUMMARY

Strong desire for personal and professional growth, Seeking a position which allows me to make a worthwhile contribution utilizing the skills I have developed. My organizational skills and attention to detail are very strong as well as my enthusiasm to learn new things.

SKILLS

Microsoft Office, Database Management, Data Warehousing, Consulting, Big Data, Agile Methodologies, Pivot Tables, XML, Market Research.

WORK EXPERIENCE

Community Business Development Specialist

ABC Corporation - April 2014 – May 2015

- Preparing and providing basis analysis of market share, medical staff needs, and other statistical reporting data using AS400, sg2 data, and Microsoft Office Suite.
- Provide customer service training for local physician practices based on current practice needs and performances.
- Conducting product and service line research and analysis to identify business development opportunities and results for the hospital.
- Assists with various projects and departments to build market share and promote awareness of available services.
- Preparing statistical data in support of the organizations strategic and marketing plans as needed by the CEO, CFO, and Marketing Manager.
- Works with Cost Accounting to measure profitability of service lines and identify needs for expanded services, or increasing service efficiency.
- Coordinate various community outreach events on a monthly basis to build awareness of service lines and patient utilization.

Business Development Specialist

Brake Parts Inc - 2012 – 2014

- Managed the daily activities that went along with the development of new brake product lines for customers such as Nissan, Infiniti, Magneti Marelli, and Mopar (Chrysler FCA) Developed a tracker that pinpointed where each project was in the development face that was used throughout the company
- Created a master price file for easy access to find what the price was for any part in question
- Created a master interchange file which allowed the customer and internal employees to be able to view how parts interchanged between different customers
- Aid the OE sales team in launching new product lines
- Worked directly with the OE sales team in supporting the continuing growth of current and new customers
- Worked directly with customers in maintaining their accounts and accommodating their daily requests
- Lead and completed the MMOG/LE (Materials Management Operations Guidelines/Logistics Evaluation) for Chrysler (FCA), which was a self-assessment and continuous improvement tool.

EDUCATION

Masters of Business Administration in Business Administration - (Indiana Wesleyan University)