Robert Smith

Associate Business Development Officer

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SUMMARY

Proven ability to utilize inspiring leadership, personal drive, creative vision, and analytical skill to yield successful delivery of both team and individual goals, actively contributing to organizational growth.

SKILLS

Sales Training, Microsoft Office.

WORK EXPERIENCE

Associate Business Development Officer

ABC Corporation - March 2009 – June 2010

- Interfacing with sales representatives on marketing issues and organizing sales recognition events.
- Select new projects based on overall cost and quality benefits.
- Negotiates pricing terms and agreements that therere specific or strategic to business unit.
- Proper follow up with development team to ensure timely deliveries.
- Co-ordinated advertising and direct marketing campaigns for quality management works of the company.
- Bring new accounts to the organization to increase clientele.
- Instrumental in making the education market segment the fastest growing in company.

Business Development Officer

Bethany Home Health - 2007 – 2009

- Educate physicians about the services available through home health care providers.
- Maintain contact with referral sources to update them on changes in applicable regulations affecting home care.
- Assist Bethany and its subsidiaries in obtaining signed physician orders for home care services, including delivery and pickup of such orders.
- Enhance awareness of home health services and the services of Bethany in the community by meeting with discharge planners, hospital personnel, physicians and physician office personnel.
- Maintain a committed and cooperative attitude with all job duties.
- Assist in community wellness and prevention programs.
- Discuss care plans with physician offices regarding patient issues..

EDUCATION

Agile Development Specialization - (University of Virginia's Darden School of Business)