

# Regional Business Development Manager/Co-ordinator

## ROBERT SMITH

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### Objective

A unique combination of skill sets in technical engineering and business/sales management. Combined experience along with integrity ethics & a desire to support corporate driven requirements.

### Skills

Communication Skills, MS-Office.

### Work Experience

#### Regional Business Development Manager/Co-ordinator

**PacketViper LLC** - 2016 – 2019

- Own and manage the organizational sales process through extensive cold calling, prospecting, social selling, and email campaigns.
- Consistently meet and exceed aggressive territory development goals. Present technical WebEx product demonstrations to prospective clients.
- Attend/Present at marketing and promotional events for the organization.
- Develop, nurture and grow a regional pipeline consisting of end-users, value-added resellers, and distributors.
- Implement strategic marketing campaigns to engage and attract prospective clientele.
- Consult and recommend a customized solution to meet the specific defense in depth objectives of each client.
- Build and maintain a CRM database of current and prospective customers to support the business development strategy and planning of the organization.

#### Regional Business Development Manager

**Mobility Works** - 2012 – 2016

- Responsibilities Business development and marketing, while coaching, mentoring staff.
- Daily reports include metrics of new business.
- Interdepartment communications.
- B2B and B2C selling.
- Accomplishments Brought instant credibility to a niche business driven by metrics, internal and external relationship building, and focusing on strategic outcomes of business decisions.
- Lead sales closer with increasing experience on salesforce with senior selling competencies in a healthcare compliant driven environment..
- This is Dummy Description data, Replace with job description relevant to your current role.

### Education

Business Management - 2008(Columbus State Community College)