

ROBERT SMITH

Regional Business Development Manager/Representative

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SUMMARY

Accomplished Medical Sales Management Professional with a proven record of success. Consistently exceeds sales goals. Successful through effective strategic/tactical planning and implementation.

SKILLS

Printer solution sales, Print advertising and Sponsorship sales.

WORK EXPERIENCE

Regional Business Development Manager/Representative

American Medical Response, Inc - 2013 – 2019

- Specialize in EMS solutions including non-emergent transportation and services.
- Regional Business Development Manager Market EMS services in a four-state territory including Texas, Oklahoma, Kansas, and Missouri.
- Negotiate, design proposals and write multi-million dollar contracts with medical centers, city/county municipalities.
- Managed care organizations either through RFPs or unsolicited proposals.
- Negotiated and sold contracts affecting facilities Work closely with all IDNs such as Baylor, Texas Health Resources.
- Secured contracts with large national hospital systems such as Baylor, Tenant, and HCA Promoted to Regional Business Development Manager.
- Utilize proprietary software for demand analysis and monitoring pull through effectiveness.

Regional Business Development Manager

ABC Corporation - 2009 – 2013

- Responsible for promoting & selling Agility Logistics freight solutions.
- Travel through assigned territory to call on new customers to solicit business.
- Excellent qualification of customers/prospects to determine strategic plans and service needs.
- Quote prices and credit terms for business obtained; high quote to customer conversion ratio.
- Followed up promptly on sales leads provided by corporate sales management and Agents.
- Created and present formal sale presentations representing Agility and its service capabilities.
- Participate and contribute to various lead share groups and Chamber of Commerce events..

SCHOLASTICS

- MBA - (University of Phoenix)