

# ROBERT SMITH

## Business Development Consultant I

[info@qwikresume.com](mailto:info@qwikresume.com) | <https://Qwikresume.com>

Highly qualified Business Development Consultant with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and would excel in the collaborative environment on which your company prides itself.

### JUNE 2015 - 2019

#### BUSINESS DEVELOPMENT CONSULTANT I - THE WEU INC.

- Developed appropriate marketing campaign proposal for clients by analyzing data collected from Cox Media enterprise research applications and tools.
- Prepared and presented impactful multi-media advertising campaign proposals to client decision makers.
- Worked independently in the field calling on prospective clients to interest them in on-air Advertising.
- Strategically identified new prospects using multiple sources of sales leads.
- Negotiated expectations, terms, conditions, and pricing of advertising products and services with new clients.
- Built an effective consultative relationship with clients during the sales process, delivering high customer service.
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

### 2014 - 2015

#### BUSINESS DEVELOPMENT CONSULTANT - ABC CORPORATION

- Earnix sells a price optimization, revenue enhancement software to global insurance companies
- At the time, they were unknown
- I opened the market with a business plan and communication plan
- Earnix had success in Sweden, UK, Germany, Belgium and the Netherlands
- At one point, we had a sales pipeline of \$8 million
- I closed one deal in Belgium
- +1 941 483 0507 c.scaife@me.com 6091 Medic Court Apt 211, Sarasota, 34243, USA

## EDUCATION

BA - (Industrial Relations North West University Hermosillo)

## **SKILLS**

Customer Service focus with the ability to stay positive.