

ROBERT SMITH

Asst. Vice President Business Development

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High-energy Manager was successful in building and motivating dynamic teams. Cultivates a company culture in which staff members feel and following through to achieve project goals.

EXPERIENCE

Asst. Vice President Business Development

ABC Corporation - APRIL 2013 - JUNE 2014

- Responsible for the overall smooth and effective functioning of enhancing relationships with targeted professionals.
- Responsible for the sales function of the related to personal and professional clients.
- Works closely with the are maximized with the targeted clients and prospects.
- Demonstrate effective sales and service management through the communication of the Banks sales and services vision.
- Communicate office goals, remove obstacles to reaching goals, accomplishments through the incentive programs.
- Develop a regular communications plan for targeted clients program, mail solicitation and telephone follow up.
- Responsible for cultivating new contractual agreements within our offered shared transportation

Asst. Vice President Business Development

ABC Corporation - 2010 - 2013

- Leading Systems Integrator and provider of technology solutions.
- Established in 1985 and specializes in enterprise network integration, hosting and disaster recovery solutions.
- Specialized in healthcare software applications, e-commerce, e-mail, and web hosting delivered from a high quality, professionally managed data center.
- Recent win with one of the largest Hospital radiology groups in CT.
- for new IT systems including new scanning needs, document management, security compliance (HIPPA) and practice management software.
- Provided consulting, design, management and sales of Disaster recovery - business continuity solutions.
- Initiated and implemented Healthcare solutions program to include design, security, project management, consulting, training, support and installation..

EDUCATION

- BS

SKILLS

Acquisition transaction, Multiple Financial Services Departments Group Manager.