

# Robert Smith

## Associate Business Development Director

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **PERSONAL STATEMENT**

Over 10 years of experience in international business. Past projects include working with diverse teams to develop new products, planning and executing business strategy, technical and market research, and investment due diligence. Experienced in developing business cases, assessing revenue models, and presenting the case to key stakeholders. Strategic thinker, a strong net worker, and an excellent communicator.

### **WORK EXPERIENCE**

#### ***Associate Business Development Director***

**ABC Corporation - January 2013 - September 2015**

##### *Responsibilities:*

- Formulated and implemented business plans.
- Created Excel cash flow models to assess the impact of various management approaches on the value and to allow informed decision making.
- Presented opportunities and made management recommendations to the Asset Management Committee, including providing supporting information and justifications to assist in the committees decision making.
- Managed a full professional team to produce fully costed and specified designs and led negotiations with local authorities to achieve planning consents.
- Formulated leasing and rent review strategies, appointed and managed leasing agents, and led tenant negotiations.
- Recommended disposals and managed sales processes.
- Provided advice on the timing and return possibilities of potential disposals, managed the due diligence process, and worked closely with lawyers and ensured that all parties worked to required timescales.

#### ***Business Development Director***

**ABC Corporation - 2009 - 2013**

##### *Responsibilities:*

- Liaison between dealers, customers and factory.
- Provide input on new designs, new products and review production and engineering changes.
- Lead and organize national show set up and design.
- Inspect finished vehicles and complete audit spreadsheets to capture defects.
- Review new product features and buy off on critical characteristics.
- Introduce ideas for manufacturing new products.
- Communicate resolutions to warranty problems.

### **Education**

Juris Doctor - (St. Thomas University of Law - Miami Gardens, FL)

### **SKILLS**

Account Management,  
Sales, Management,  
Management, Cold  
Calling, Communication,  
Communication,  
Strategy Development,  
Strategic Partnerships,  
Salesforce.Com, Client  
Management, Business  
Development, Business  
Intelligence.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company  
Name)  
Reference - 2 (Company  
Name)

