

Vice President Of Business Development & Partnerships

ROBERT SMITH

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Objective

Goal-oriented Vice President Of Business Development & Partnerships with 12+ years experience directing business development efforts for title, dental health consulting, and CPA firms. Sales and marketing expertise combined with an extensive background in specialty tax strategy(s) management. Strengths include sales leadership, project management, client relations, business consulting, networking, and social media marketing.

Skills

Cold Calling, Tele Marketing, Effective Funnel Management, Team Building, Team Development and Training, P&L

Work Experience

Vice President Of Business Development & Partnerships

ABC Corporation - 2007 – 2019

- Built and nurtured significant relationships and presented sound strategies and initiatives for partnerships with key peer industry associations or organizations, resulting in long-term integrated relationships with organizations such as ILGBTA, Sister Cities International, World Religious Travel Association and other travel-related organizations.
- Collaborated with the ED and board members on all strategic decisions for the branding and repositioning of the organization in the international and national marketplace.
- Oversaw the research and trends to help develop a positioning to strengthen the organizations overall image within the travel and hospitality industry.
- Represented the NTA membership development division on the national and international levels.
- Served in a leadership role on the NTA Board of Directors and Strategic Leadership Committee.
- Identify, develop and mentor the membership development team.
- Financial responsibility for the associations annual membership revenue goal of \$1.5 million.

Vice President Of Business Development

Providence Health Care Management - 2006 – 2007

- Manage all marketing efforts 6 Skilled Nursing facilities with 626 beds, 2 Assisted Living facilities with 168 units, and two Independent living facilities with 141 units, and a Home Health Care Company with an ADC of 60.
- Oversee Physician recruitment and retention to increase census development throughout the company.
- Provide onsite assessments, to screen for admission appropriateness.
- Manage Insurance Authorizations, Reviews, and data collection for all referrals, to ensure referral tracking for developing niche programs, to meet current market demands.
- Responsible for all Insurance credentialing.
- Supervision of three Clinical Liaisons.
- Successfully completed the integration of Point Click Care IRM, E Verify, AllScripts, and Playmaker CRM, for stronger reporting capabilities.

Education

Bachelor Of Science - 2010(Lexington Speech and Hearing Center - Lexington, KY)