

# ROBERT SMITH

## Business Development Associate II

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### SUMMARY

An accomplished, results-oriented business development professional with a proven track record of generating revenue through prospecting, customer relationship management, negotiations and selling strategies. Recognized as a leader with strengths in utilizing technology to reengineer business procedures, define continuous improvement processes and provide solutions for integral parts of administration.

### SKILLS

Customer Service, Clerical.

### WORK EXPERIENCE

#### Business Development Associate II

Dallas Behavioral Healthcare Hospital - 2014 – 2019

- Collaborate with a team to increase hospital admission by over 600% in less than a year.
- Develop and implement innovative monthly and quarterly business development plans for assigned accounts to drive business growth.
- Actively contribute in the assessment and analysis of referral source statistics while delivering appropriate recommendations to design business planning strategies.
- Successfully maintain the sales territory in order to meet census goals utilizing sales techniques such as cold calling and contact planning.
- Build and maintain strong relationships with hospital staff including physicians, case managers, administrators and social workers to ensure optimal business success.
- Serve as an educational resource for schools, churches, patients, families and healthcare professionals.
- Continuously exceed all personal and corporate quotas.

#### Business Development Associate

ABC Corporation - 2013 – 2014

- Responsible for M & A Targeting, as well as, research, communication and implementation of Investment/ Acquisition procedures.
- Completed 2-3 Projects per year.
- Large projects included ASK and Cullinet acquisition.
- Overseeing the assimilation and coordination of acquired management teams with existing management.
- Developing professional ongoing relationships and communicating developments with Investment Community Analysts.
- Developing Acquisition Criteria Policies and production of internal procedural manuals.
- Management and direction of analyst team.

## SCHOLASTICS

- Bachelor of Science in Computer Science - (Texas Woman's University - Denton, TX)