

# ROBERT SMITH

## Asst. Business Development Associate

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As a financial professional it's much clearer to see that we all see life from a different point of view. Specifically, when it comes to money and employee benefits. Even in large corporations no two people are the same; they may have the same job and same coverage for disability or life insurance but their lives will never be the same.

### 2015 - 2016

#### ASST. BUSINESS DEVELOPMENT ASSOCIATE - ABC CORPORATION

- Identified, qualified, and nurtured leads throughout sales process for startup firm focused on the regulatory environment for drug treatments for rare diseases (orphan drugs).
- Engaged potential clients evaluating pipelines and forwarded valid leads to territory managers for follow up.
- Forged client relationships to drive satisfaction and incremental revenue.
- Liaised between upper management and clients regarding contract budgets.
- Stayed abreast of the biotechnology market to identify potential clients and areas for expansion.
- Provided strategic support to the Business Development team regarding client outreach and established clients.
- Served as the key contact providing inside sales support to potential leads and territory managers.

### 2011 - 2015

#### BUSINESS DEVELOPMENT ASSOCIATE - GOOGLE FIBER

- Effectively managed large Data base of properties to ensue high level of accuracy in day to day work Interact closely with various levels of property management personnel.
- Such as Gate Keepers Home Owner Association President.
- Participated in weekly meetings Provided in-depth analysis on the OKC market to ensure that products and services could be rendered to the community.
- Enter over 10K Properties into Sales Force.
- Won most improved for the month of February Skills Used Face to Face interaction.
- Researching and gathering all home owner association or property management information into sales force.
- excel, Google maps,.

## **EDUCATION**

Master of Bioscience in MBS - (Keck Graduate Institute School of Applied Life Sciences - Claremont, CA)

## **SKILLS**

Microsoft office, Sap, SQL.