

Robert Smith

Regional Business Development Manager I

CONTACT DETAILS

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PERSONAL STATEMENT

Strategic Business Development Manager that develops customized solutions for small and medium-sized businesses. Able to successfully balance pipeline generation, relationship building, and customized solution selling.

WORK EXPERIENCE

Regional Business Development Manager II **ABC Corporation - June 2003 - October 2007**

Responsibilities:

- Competently managed all sales operations for this leading mortgage lender within the states of Colorado, Wyoming, and Montana.
- Created and implemented innovative sales and marketing strategies to optimize growth and company revenue.
- Recruited, hired, trained, and motivated junior business developers.
- Successfully sold mortgage products to clients through networking, referrals, cold-calling, and channel development.
- Researched company competitors, developing competitive intelligence and a comprehensive understanding of competing businesses.
- Cultivated relationships with local branches, marketing to their strategic business partners.
- Managed the loan processing system to ensure that loans were being properly underwritten on time and with the correct pricing structure.

Regional Business Development Manager **ABC Corporation - 2002 - 2003**

Responsibilities:

- Developed strong relationships with National Home Builders (Pulte, Lennar, KB Home, Toll Bros., Centex, etc.) and developers through addressing their fencing solutions through the installment of our patented E-Coat Product.
- Increased awareness and specified the use of Montage product line through Marketing via trade shows and Architectural presentations.
- Worked with the Home Builders business profile to capitalize on Montage growth opportunity.
- Converted business to Ameristar and retain customers through product awareness, rebate negotiations, and quality customer service.
- Conducted Lunch and Learn presentations with Landscape Architects, Home Owners Assoc.
- and Home Builders to explain the durability, strength and longevity of the Montage line due to our superior coatings..
- This is Dummy Description data, Replace with job description relevant to your current role.

SKILLS

Strategic Planning
Product Introductions,
Sales Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Bachelor in Sociology - (Loras College)