

ROBERT SMITH

Regional Business Development Manager I

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Represent the company in negotiations and contract finalization with business partners. Report the results of analyses, predictions for future business, and recommended action to upper management.

2016 - 2019

REGIONAL BUSINESS DEVELOPMENT MANAGER I - PACKETVIPER LLC

- Secured SaaS opportunities with two of the top five government contractors in the first six months of employment.
- Develop relationships with key vendors that aligned with company growth of enterprise sales strategies.
- Sold multi-location cyber range solution into the U.S. Defense Information Systems Agency that proliferated throughout the U.S.
- Monitor sales orders from initiation to completion and delivery, interacting with accounting, logistics and fulfillment teams to ensure customer satisfaction.
- Attend client, vendor meetings, and trade shows as needed, including conducting weekly department meetings and training sessions.
- Author proposals as well as responses to bid requests; to include negotiate pricing and contract terms.
- Generate division action plans and national account roadmaps.

2015 - 2016

REGIONAL BUSINESS DEVELOPMENT MANAGER - ABC CORPORATION

- Developed and executed interactive marketing strategies for clients.
- Sold over \$1.1 million worth of products and services in an eight month period.
- Optimized clients existing Web sites by analyzing Web traffic and developing strategies for improvement.
- Built websites for premier corporations PageNet, Corporate Express and CompUSA.
- Project lead to determine and implement sales tools for Sprint and Arthur Andersen Business Consulting.
- Part of strategic planning team that built Eagle Rivers marketing plans, including sales, public relations, and on-line strategies..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Business Administration - (University of Maryland)

SKILLS

Communication Skills, MS-Excel.