

ROBERT SMITH

Jr. Area Business Manager

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SUMMARY

To obtain a challenging position which will utilize all of knowledge, skills, and experience as well as abilities. Extensive experience with several Sales training programs. Miller Hieman Precise Selling Ziglar Consultative Selling CRM - Salesforce.com 5 years.

SKILLS

Administration, Good business sense, Excellent communication.

WORK EXPERIENCE

Jr. Area Business Manager

ABC Corporation - 1992 – 1993

- Responsible for structuring multi-million dollar contracts with emphasis on pricing and profitability, negotiation of major contracts, strategic account planning, and sales forecasting.
- Increased software margins by 20 points each year.
- Developed strategy and negotiated \$25 million contract with G.E.
- Managed \$20 million expense budget.
- Managed receivables, inventory and support backlog below plan levels every year.
- Managed customer support revenue stream in excess of \$20 million annually.
- Formulated and developed captive lease subsidiary and private label leasing program.

Area Business Manager

Delta Corporation - 1990 – 1991

- Consistently maintained high levels of cleanliness, organization, storage, and sanitation of food and beverage products to ensure quality and had a .
- Developed and maintained exceptional customer service standards lowering Customer Complaints below 1% per customer.
- Optimized profits by managing Food, Labor & Other Operating Expenses on a daily basis.
- Recruited by the company to work in the Dermatology division to launch Amevive (biotech injectable), the first biologic agent approved for treating .
- Transferred to the Neurology division in 2005 to sell Avonex and Tysabri (Multiple Sclerosis treatments).
- Successfully launched Amevive in the start up Alabama/Mississippi territory and finished #6 in the nation in overall sales (2005) in a territory that .
- Generated revenue growth for Amevive despite the requirement of BCBS of Alabama (insuring over 80% of individuals in AL) for physicians to purchase .

SCHOLASTICS

- MBA in International Finance - (Loyola University of Chicago - Quinlan School of Business)