

# Business Development Director/Supervisor

ROBERT SMITH

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## Objective

Self-motivated, results & business-driven, technology, sales and business development professional leader. Consistently a top sales and revenue producer working within the SMB through Enterprise markets across all industry verticals. Long history of success in solution selling to VP & C-Level decision makers overseeing HR, Sales/Marketing & IT.

## Skills

Business Development, Strategic Partnerships, Sales, Wireless, Telecommunications, ETL, Analytics, Business Intelligence, Systems Integration.

## Work Experience

### Business Development Director/Supervisor

**ABC Corporation** - November 2012 - October 2015

- Establish new routes to market by developing market channel partners, overseeing acquired assets, selecting preferred technology alliances and engaging with global accounts for key opportunities.
- Developing strategic and operational plans for the business development and partnerships teams.
- Defining guidelines for technical integration with our partners, and working with the Partnership Team to ensure a great experience.
- Creating go-to-market strategy with executive leadership across Marketing, Product Management, Engineering, and Sales.
- Contributed 10% of total company revenue through new solutions and channel development.
- Created Sales Readiness program for new solutions with internal and external industry partners.
- Developed internal virtual teams to transform products into solutions for new markets.

### Business Development Director

**Commerce International** - 2008 - 2012

- Engaged in commodity trading in the energy and agriculture sectors Focused on emerging markets.
- Established relationships with worlds major commodity companies like Cargill, Koch Carbon, Sumitomo etc.
- Responsible for starting a petro-chemical division by getting support from market leaders in the Asian market.
- Travelled extensively in the Asian region establishing relationships with customers and vendors.
- Helped closed an oil deal involving a new supplier from Singapore for motor gasoline.
- Involved Cargill in energy sector with our clients in the African market.
- Attended conferences and trade shows in energy and agriculture in North America and Asia.

## Education

Computer Science and Engineering Studies - (University of California - Berkeley, CA)