

Director Of New Business Development

ROBERT SMITH

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Objective

Experienced, multi-talented, goal driven manager with 20 year proven record of continually exceeding projected goals achieved through innovation and strategic long term client relationships within a multitude of marketplaces. Disciplined in sales management, personnel development and process excellence with B2B sales models.

Skills

Microsoft Office Suite, QuickBooks, Emergisoft, Cerner, Firstnet, Shift Administrators, Shift Planning, Adobe, Paychex.

Work Experience

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MedExcel USA, Inc - 2015 - 2020

- Contracts review and markup of all leases, sub-leases, employee contracts, billing and management contracts.
- Reviews and negotiates of new partnership contracts.
- Responsible for new business growth as well as maintaining continuity in the existing corporate structure, insuring a business continuum.
- Prepares proposals.
- Creates and maintains written policy & procedure, operations manuals, and assisting internal staff with HIPAA compliance.
- Oversees the marketing department and the coordinator of marketing, web design, and social media.
- Responsible for all business development for MedExcel and its affiliates, covering activities in multi-states.

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Delta Corporation - -

- Prospect and close new business in a top 10 revenue producing market.
- Successfully handed off book of business to new team without impacting merchants or consumers.
- Completed 168% to goal for July and 117% to goal for August.
- Negotiated and established In House Mortgage Originators in 25 real estate offices in conjunction with management of 63 loan originators producing \$.
- My responsibilities included the management, training and motivation of eight sales professionals in an outbound/inbound (90/10) sales environment.
- Exceeded sales budget by at least 25% each year.
- Assisted in the creation, marketing and sales of a digital marketplace and classified section for each of the nine publications websites.

Education

Associates in General Studies - 1987(Dutchess Community College - Poughkeepsie, NY)