

VP of Business Development

ROBERT SMITH

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Address: 1737 Marshville Road,
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Objective

Senior Sales Management Professional with multi-market experience, including over 15 years of executive sales management experience in the healthcare industry with an excellent track record.

Skills

Management, Communication Skills.

Work Experience

VP of Business Development

InsightIn | Digital - June 2016 - 2020

- Provide both high level and ground-level support for sales, product and marketing activities.
- Partner with cross-functional groups to develop and deliver processes, procedures, and tools to ensure business goals are met.
- Participate in strategic planning and negotiations of key partnerships.
- Responsible for driving sales growth and customer account management.
- Aid in the design and monitoring of sales materials and lead generation campaigns.
- Bench-marked and implemented strategies that were successful.
- Create a robust training program designed to build an understanding of our multi-channel marketing capabilities.

VP Of Business Development

ABC Corporation - 2011 - 2016

- Responsible for creating new and growing existing business within Financial, Health Care, Technology, and retail business segments.
- Managed solutions for direct marketing to include strategy, planning, designing, and executing direct marketing campaigns.
- Sell 1 - 10 color sheet fed and web work, direct mail with sheet and continuous personalization, ektajet, and full DP, fulfillment, and Electronic ordering and inventory system for B2B relationships Increased sales within existing to over double previous year.
- Acquired 9 medium size new accounts for DMS creating a substantial increase in clientele at DMS within the first year of employment.
- Presentations to all levels from the production traffic associate to the CEO level within marketing, procurement, and operations.
- Planned and hosted events and seminars for clients to educate them on industry specific subjects..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Associate in Automotive Technology - 1994(Montgomery College - Rockville, MD)