

ROBERT SMITH

Director Of Business Development I

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

4 years of experience as a Director Of Business Development. Interested in using extensive experience and dynamic communication skills to excel in high-level sales, marketing and/or sales management opportunities.

CORE COMPETENCIES

Business Development, Business Intelligence, Big Data Analysis, Research, Strategic Planning, Negotiation, Budget Management, Financial Modeling, Client Management, Team Development, Problem Resolution, Leadership, SQL, Microsoft Office, Forecasting, Project Management, Analytics, Supply Chain Management, and Marketing.

PROFESSIONAL EXPERIENCE

Director Of Business Development I

ABC Corporation - July 2015 – January 2016

Key Deliverables:

- Drove revenue for the company with new customers in the pharmaceutical industry within the united states.
- Gather new leads for imaging by establishing contacts with CROs and pharmaceutical companies through introduction letters and phone calls to bring new studies to the median.
- Offering strategic consulting in corporate strategy, business development, sales & marketing, communications, alliances, financing, and team building.
- Developed and worked closely with the marketing team to develop effective strategies for business growth.
- Negotiate contracts and budgets with sponsors/CROs for central imaging and review for clinical trials.
- Daily communications with us and french project team ensure timeline deliverables are achieved.
- Work closely with project management and development for accurate quotes and technical information.

Director Of Business Development

ABC Corporation - March 2012 – June 2015

Key Deliverables:

- Responsibilities median technologies provide advanced technology and services for medical image management and interpretation in oncology clinical trials.
- Median is leading the industry in applying volumetric and other advanced imaging biomarkers to oncology trials for more informed decision making and better outcomes.

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EDUCATION

Master Of Business Administration in Management - 2009(Centenary College-Hackettstown, NJ)Bachelor Of Science in Biotechnology - 2001(Cook College, Rutgers-The State University Of New Jersey- New Brunswick, NJ)Business Management - 2007(Clark Atlanta University - Thomaston, GA)

