

Robert Smith

Vice President of Business Development & Relationships

PERSONAL STATEMENT

Vice President of Business Development & Relationships proficient in developing & streamlining systems with proven ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters. Ensured successful ramp-up of business assignments; while working in coordination with clients and ensuring effective service deliverables. Developing effective relationships with key decision-makers in target organizations to meet business objectives and goals.

WORK EXPERIENCE

Vice President of Business Development & Relationships **ABC Corporation - 2012 - 2013**

Responsibilities:

- Recruited by CEO to oversee the business development and partner acquisition efforts for this product-focused medical device start-up.
- Point person for all marketing and customer acquisition activities.
- Created channel partnership strategy and outreach efforts to drive C-level relationships and cultivate key global strategic partnerships necessary to drive company growth and penetrate new markets.
- Led market expansion strategy and the creation of new distribution pipelines.
- Represented the product at international trade shows and conference speaking engagements.
- Created a wide range of marketing collateral (e.g. web/social media content, white papers, advertising, press releases) to support various marketing and business development campaigns.
- Managed the corporate sales strategy and process, including CRM and analytics function, in addition to cultivating and successfully closing multiple enterprise accounts and strategic partnership deals with key major healthcare hardware vendors.

Vice President Of Business Development **ABC Corporation - 2008 - 2012**

Responsibilities:

- Accountable for production/business development; expert servicing and managing the business banking department totaling 12 branches as well as training, coaching and mentoring the entire retail team about both services (including Cash Management -TMS) & strategies to increase market share as well as brand recognition.
- Responsible for driving Balance Growth, Business Sales and Revenue.
- Specific responsibilities included; public relations, acquisition to meet projected goals (Consistently exceeded goals before the merger), Prospecting in & out of the territory, develop as well as work Centers of Influence, Deepen, Strengthen & Retain Relationships

CONTACT DETAILS

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Alabama
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SKILLS

Microsoft Office, Excel,
Business Development,
Marketing, PR,

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

with existing clients as well as local community to ensure that we met their financial needs.

- Business Department Management included addressing & resolving industry challenges, through community education & the development of training materials.
- Handling and oversight of all business lending.
- Managed and drove Area Profit & Loss (P&L) Growth.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor Of Science - 2006