

Associate Business Development Executive

ROBERT SMITH

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Objective

Highly qualified Business Development Executive with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and I would excel in the collaborative environment on which your company prides itself.

Skills

MS Office, C.

Work Experience

Associate Business Development Executive

ABC Corporation - February 2009 - May 2012

- Responsible for prospecting and closing new business opportunities and developing new business partnerships.
- Specialize in strategic sales and customer relations with more than 25 years of experience in high-energy negotiation strategies.
- Competencies include new business development, market research and analysis, management, product positioning and promotion, advertising strategy, vendor/agency selection and management.
- Excellent decision making and problem solving skills; a respected manager who leads by example.
- Extensive expertise directing all aspects of sales and vendor relations.
- Proven ability to train, motivate, and lead successful cross-functional teams of subordinates.
- Strong presentation and negotiation skills.

Business Development Executive

ABC Corporation - 2004 - 2009

- Carry out and demonstrate pre-call and post call follow up.
- Maintained a quota of 32-40 new Medicare based home health referrals per month.
- Assisted in facilitating and presenting at weekly team meetings.
- Provided education for doctors in regards to changing Medicare guidelines surrounding home health care, documentation and face to face encounters with their patients.
- Developed and maintained contact with healthcare professionals to provide updated information on home health program offerings, guidelines, and policies.
- Provided company-sponsored continuing education programs for account executives as well as referral sources.
- Hospital and physician office visits to determine need and eligibility for homecare..

Education

Certified Real Estate Sales Person - (Sun Prairie High School - Sun Prairie, WI)