

ROBERT SMITH

Business Development Director Lead

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Self-motivated sales manager/Director and customer service professional with relevant years of industry experience. Detail-oriented individual who exemplifies professionalism, and an ability to manage multiple projects and tasks at any given moment. Demonstrated history of successful sales support and client interaction, while providing high-quality guidance and effective issue resolution. Driven partner with desire for increased responsibility and professional growth while leveraging extensive sales, business operations, negotiations, relationship management and related entrepreneurial successes in the performance-based environment of a growing firm.

FEBRUARY 2014 - OCTOBER 2015

BUSINESS DEVELOPMENT DIRECTOR LEAD - ABC CORPORATION

- Directing, managing and coordinating business development operations.
- Maintaining excellent sales pipeline to meet and exceed sales quotas.
- Directly manage and develop client accounts as well as teams client account.
- Applying business aspects of running the sales team to maximize profit for the company and income for the employees.
- Assisting imaging centers and hospitals to deliver and receive full fidelity reports with headers, footers and logos electronically with embedded links to images that go directly into the patient chart without the use of a HL7 or a VPN.
- Dealing with radiology, cardiology, labs, etc Excellent verbal and written communication skills to effectively articulate service offerings in a collaborative team environment.
- Developing and analyzing forecasting for possible business opportunities and lead generation.

2013 - 2014

BUSINESS DEVELOPMENT DIRECTOR - ABC CORPORATION

- Responsible for the development, implementation, instruction, and promotion of the Microenterprise/Business Development Training Program and Revolving Loan Fund.
- Responsible for curriculum development, instruction of classes, and individual coaching and mentoring.
- Provided coaching to individuals aspiring to start or expand their small business Oversaw loan underwriting and loan servicing of approximately [] for small business loan program.
- Handled grant writing and finding additional sources of income for sustainability of the program.
- Successfully obtained grants annually through Ohio Department of

Development for Microenterprise Development.

- Worked with existing local businesses in developing expansion strategies and strategic planning.
- Analyzed finances of businesses and the suitability for investment using CAC program funds.

EDUCATION

- (REINHARDT UNIVERSITY - Waleska, GA)

SKILLS

Microsoft, CRM Word Excel, Outlook.