

Regional Business Manager

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn:
[linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)
Address: 1737 Marshville Road,
Alabama.

Objective

A focused and results-oriented sales and marketing product and business development, strategic planning and execution, negotiation, profit, and market share growth, distribution industry to adapt to other complex marketplaces.

Skills

Microsoft Office, Excel, Word, PowerPoint, Leadership Training, Visio Value Stream Mapping Software.

Work Experience

Regional Business Manager

ABC Corporation - 1988 - 2001

- Overall management of a regional sales office utilizing training, leadership, directing and problem-solving skills.
- Designed and implemented a compensation program and bonus award program for outstanding performance for the non-exempt employees.
- Performed regional sales office Human Resource function which included benefits and compensation to all employees.
- Provided guidance to employees on all Human Resource issues including and took appropriate disciplinary actions as required.
- Mediated difficult personnel situations which resulted in consensus resolutions and increased production.
- Negotiated all capital equipment purchases and maintenance agreements and managed all renewals.
- Responsible for all purchases for the regional office and all accounting including and monthly reconciliation of bank accounts.

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ABC Corporation - 1986 - 1988

- Maximized returns of the \$150M R&D budget by analyzing Asia/Pacific switching opportunities and operations.
- Led Product Management team to develop 5-year Competitive Market Pricing Plan for market sales and profitability.
- Reviewed Offering Business Cases that covered pricing, R&D requirements and delivery commitments.
- Monitored progress of achieving financial objectives and executed any corrective plans.
- Re-engineered business processes to meet changing market requirements.
- Led effort of Asia/Pacific R&D portfolio management by developing R&D reporting and prioritizing algorithm.
- Worked with Project Management and Switching Product Management in developing R&D work program to meet/exceed regional financial objectives subject to R&D budget..

Education

BS