

Vice President business Development/Analyst

ROBERT SMITH

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

Objective

Results-driven Executive Consultant with broad-based expertise leading the sale and implementation of client strategies to improve and confidence with executive management and gaining consensus to develop viable solutions to existing corporate challenges.

Skills

Customer Service Skills, Cleaning, Computer Skills, Typing 50 Wpm

Work Experience

Vice President business Development/Analyst

ABC Corporation - April 2014 – November 2015

- Acquisition of new business for the Workers Compensation company serving public entities.
- Sold and managed book of business with insured Workers Compensation programs.
- Successfully restructured proposal process, new client medical bill review and provider networks.
- Administration program of this insurance services company serving public entities.
- Sold and managed book of business including county government self-insured Workers Compensation programs.
- Successfully restructured the proposal process and new client onboarding documents.
- Managed and negotiated the firms cost management contracts and medical bill review, and provider networks.

Vice President Business Development/Analyst

ABC Corporation - 2010 – 2014

- A physician recruitment and medical staff planning firm that identifies and places physicians nationwide.
- Successfully recruit and place a wide spectrum of physician candidates to hospitals, hospital systems and group practices.
- Key Accomplishments Cultivated numerous client relationships building credibility and trust.
- Conducted extensive research and recruiting using the internet.
- Developed business for the firm by building relationships with Director of Recruitment for Hospital Systems in Texas.
- Received commendation for most recruits in 2011..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

BS