

ROBERT SMITH

New Business Development Manager I

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Work with and lead a team of business professionals by setting the example of incorporating knowledge and compassion for the services and solutions we offer. Grow a synergistic team of independent, confident, and successful business professionals by providing unparalleled support to create an environment of unity and empowerment for individual and team overachievement.

CORE COMPETENCIES

Commercial Interior Designer, Interior Design, FF&E Specialist.

PROFESSIONAL EXPERIENCE

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ABC Corporation - 2000 – 2011

Key Deliverables:

- Prospected for and engaged decision makers at Banks, Credit Unions, Insurance companies and S&P 500 companies to show the benefits of and close them .
- Opened an average of 15 new accounts per month and was above quota by at least 10% for all of 2007.
- Responsible for sales and marketing of gift and floral lines to national chains and specialty retailers.
- Opened 147 new accounts in 17 month period using creative direct mail campaign.
- Aggressively pursued new product sales in giftware won sales contest among 23 reps for most new sales.
- Headed PDRs new product development.
- Identified HCPs unmet health information needs and championed new products that addressed these needs.

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Delta Corporation - 2003 – 2014

Key Deliverables:

- In charge of new market development in strategic products for Japanese precision machinery manufacturer.
- Direct sales responsibility for developing new channels of business with focus on the club, regional mass, specialty retail and military channels of .
- Manage a group of 4 independent sales rep agencies.
- Conduct on-site containment process audits to ensure process and procedural compliance with TS-16949 standards as well as customer and PPG internal .
- The audit results are tabulated and put in a presentation format for submission to the company CEO.

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- Provide training to personnel involved with containment process for adherence to TS-16949 standards, as well as any special customer requirements and .
- Visit automotive OEM suppliers to present PPG as a provider of containment services, as well as logistics and personnel placement.

EDUCATION

Voice, and Data Applications - 2010(Comcast University)

