

# ROBERT SMITH

## Area Business Manager

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Enthusiastic, energetic and dedicated Area Business Manager with more than four years of professional experience. Excellent verbal and written communication skills Possess excellent planning and organizational skills Ability to motivate, inspire and lead a team successfully. Goal-oriented and ability to handle multiple tasks. Enthusiastic, confidence with good sense of responsibility.

## EXPERIENCE

### Area Business Manager

#### ABC Corporation - 1989 - 1995

- Developed and maintained overseas market for real estate properties in Florida owned by company.
- Recruited, trained and managed local and international sales agents network of over 50 people.
- Cleveland, Ohio August 2006-August 2009 A \$3 billion manufacturer and marketer of biologics in oncology, rheumatology and neurology market segments.
- Expanded utilization of long acting therapy/injection for patients with Schizophrenia or Schizoaffective disorder.
- Presidents Club Award 2013 Skills Used Excellent communication skills Persistent in achieving goals Innovative approach to marketing Management .
- Targeted gross revenue in Osun and Ekiti states, of Nigeria through effective implementation of planned sales.
- Restored performance and salvaged business relationship at a key under-performing site.

### Area Business Manager

#### Delta Corporation - 1987 - 1989

- Responsible for structuring multi-million dollar contracts with emphasis on pricing and profitability, negotiation of major contracts, strategic account planning, and sales forecasting.
- Increased software margins by 20 points each year.
- Developed strategy and negotiated \$25 million contract with G.E.
- Aerospace-the largest in Mentor history.
- Managed \$20 million expense budget.
- Negotiated multi-million dollar agreements with Motorola, AT&T, DEC, Allen-Bradley, Lockheed-Sanders, Nicolet Instruments, Allied-Signal, Delco Electronics, Honeywell, MA/Comm, Kodak and Westell, accounting for more than \$12 million in revenue in 1994.
- Managed customer support revenue stream in excess of \$20 million annually.

## EDUCATION

- MBA in International Finance - (Loyola University of Chicago - Quinlan School of Business)

## SKILLS

Sales, Management, Management, Beauty.