

ROBERT SMITH

Jr. Business Development Consultant

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SUMMARY

A managerial sales professional with 16+ years of experience who drives change initiatives at the business process levels while cultivating strategic partnerships. background includes strategic sales planning, project management, account management and staff augmentation- service to both government and commercial entities. One-on-one communication and interpersonal skills have resulted in productive relationships with elite professionals and a reputation for fostering collaborative efforts towards mutual goals.

SKILLS

International sales, business development,.

WORK EXPERIENCE

Jr. Business Development Consultant

Salesforce - March 2009 – 2010

- Responsible for bringing in business through innovative initiatives that resulted in increased revenue growth - through client contact by networking, researching and referrals to expand government and commercial business.
- Developed strong teaming partner relationships in an effort to work maximize all business opportunities which may require additional backend support in providing personnel.
- Assisted teaming partners in identifying qualified personnel against labor categories for proposal efforts and or provide recruiting support on any IT job requirements.
- Provided full-life cycle recruiting on all IT personnel, both cleared and non-cleared.
- Tracked and maintained all open job requirements, candidate submissions and interview activity for each and every client.
- Handled all IT staffing contract negotiations.
- Worked closely with potential clients to identify a specific staffing solution to their overall challenges.

Business Development Consultant

ABC Corporation - 2007 – 2009

- As a Marketing Specialist I teamed with our partners at NDC to generate pharmacy management system and point of sale leads, schedule and facilitate sales presentations to prospects, and secure signed agreements
- I trained Bergan Account Managers, wrote trade magazine articles, and created and performed in sales training videos
- Won Presidents Club recognition three straight years
- The Regional Manager for Good Neighbor Pharmacy position afforded me the opportunity to participate in the launch of a national branding initiative for our Independent Pharmacy base

- Teaming with division and sales managers, I instituted an action plan that resulted in the creation of 15 media groups comprising 140 new GNP customers
- This required precise time and territory management (14 states), winning the trust of independent business owners with their advertising budgets, and placing media buys with local TV and radio
- Our regional team won top honors for three consecutive years.

SCHOLASTICS

- Sales & Marketing - 1997(Northern VA Community College - Sterling, VA)