

# Regional Business Development Manager

## ROBERT SMITH

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### Objective

Valuable experience in various capacities resulting in a track record of personal achievements, as exemplified in various sales and management awards, in addition to multiple promotions.

### Skills

Deduction Management, Strategic Planning And Forecasting.

### Work Experience

#### Regional Business Development Manager

**ABC Corporation** - May 2000 - August 2002

- Ensured alignment of clients philosophy, objectives, and business methodologies across all offices of ASM to ensure consistency of execution.
- Participated in all levels of planning (regional, market, customer) regarding the development of business strategies and tactics.
- Automated Tropicana's quarterly Performance Evaluation Program (PEP) to facilitate ease of communicating, managing.
- Successfully coordinated retail execution of state-mandated requirements (California CRV) on Tropicana Twister products.
- Played a key role in the appointment of ASM to a national contract with Mrs.
- Establishing and maintaining contact with all industrial chemical/power/ oil and gas producers and all design engineering firms.
- Duties include specifying company products, services, and users regarding upcoming projects, supplier qualifications, and product design.

#### Regional Business Development Manager

**ABC Corporation** - 1999 - 2000

- Covering TX, LA, AR, OK Strategically developed territory through an implemented sales process resulting in \$2,579,858 in total sales for 2012.
- Gained valuable management skills through managing multiple distributors and contacts within a vast territory.
- Developed sales techniques in project management and long process sales.
- Set up new distributors with training and sales technique for Trico product sales.
- Gained knowledge in the process of educating a customer or distributor.
- Gained valuable knowledge in the education of a customer and providing solutions to their needs.
- Greatly expanded my knowledge in industry and maintenance reliability..

### Education

Bachelor's - (Colgate University - Hamilton, NY)