

Regional Business Development Manager

ROBERT SMITH

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Objective

To secure a senior management position in DC Management, Supply Chain, Logistics, Management or Customer Service with a stable company dedicated to be the premium low cost provider of goods and services.

Skills

Communication Skills, MS-Excel.

Work Experience

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ABC Corporation - 1975 - 1980

- Develop and provide support for marketing strategies for both franchise and corporate operations to maximize enrollment.
- Successfully achieved these quotas on all openings. Developed and conduct quarterly sales training.
- Determined the need for and authored the corporate marketing manual.
- Developed a merchandise catalog, design promotional material, and the company newsletter/internet.
- Identify and maintain corporate accounts for discounts in the schools nationwide.
- Developed sales techniques in project management and long process sales.
- Set up new distributors with training and sales techniques for Trico product sales.

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ABC Corporation - 1974 - 1975

- Hudson is a large US based financial consulting firm that focuses specifically within the internal audit and risk management space.
- Was recruited to Hudson by a former RHI colleague and left after the firm spun off from TMP Worldwide and was reorganized.
- Sold complex financial consulting engagements to C- level executives of large, mid-market, small cap public and private companies to include SEC, IRS and FASB audit compliance.
- Responsible for all facets of the client and business relationship including pricing and compensation strategies, proposal development, managing client expectations, engagement performance, delivery teams and client deliverables.
- Additionally, I was designated as a company spokesperson responsible for responding to press inquiries, providing business editorials, making public appearances and speaking regularly at industry conferences.
- Promoted within my first 18 months to rebuild, hire, train and develop the Boston, Tampa and Chicago markets which eventually became the companys top producing regions..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Master of Science in Hospitality Management and Marketing - (WIDENER UNIVERSITY)