

VP of Business Development

ROBERT SMITH

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Objective

Entertainment professional with twenty years experience in the development, production and marketing of pop-culture media. Played an integral role in the worldwide brand partnership for films.

Skills

Microsoft Office, Communication Skills.

Work Experience

VP of Business Development

ABC Corporation - 2006 - 2008

- Spearheaded business development initiatives that were consistent with the companys overall strategy for new business development.
- Scheduled interviews, and training; provided resolution of employee complaints, and disputes; as well as, conducted exit interviews.
- Initiated and coordinated employee developmental training; Lead and communicated territory forecast and margin, resource needs.
- Selected Contributions Spearheaded Saudi Arabia overseas project for the companys overall revenue by 45 percent.
- Provided timely, accurate reports of recruitment and employee retention, while controlling expenses to meet company budget guidelines.
- Coached and developed the team of direct reports while ensuring a culture of learning and development exists throughout the selling organization.
- Set up and closed deals with the most important horse breeding farms worldwide such as Adena Springs.

VP Of Business Development

ABC Corporation - 2001 - 2006

- Managed full sales cycle from prospects identification to post-sale activities; Managed a set of key international accounts to ensure customer satisfaction and high quality of delivered products/services; Conducted research & analysis of market conditions.
- Developed comparison tables of products and services by researching product pricing, ratings and performance.
- Formulated custom business plans for incoming account managers.
- Negotiated prices, terms of sales and service agreements.
- Presented innovative digital media marketing presentations to executive decision makers.
- Enhanced marketing exposure through effective website content management and direct correspondence with potential clients.
- Evaluated market trends and recommended marketing budget allocations to top management..

Education

Masters of Science in Psychology - (Capella University - Minneapolis, MN)