

# ROBERT SMITH

## Sr. Director Of New Business Development

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

To align passion for excellence with a responsible and intelligent enterprise whom also shares a commitment toward exceptional service.

### CORE COMPETENCIES

Shift Administrators, Shift Planning, Adobe, Paychex.

### PROFESSIONAL EXPERIENCE

#### Sr. Director Of New Business Development

MedExcel USA, Inc - 2015 – 2020

##### Key Deliverables:

- Achieves/exceeds sales quota targets as assigned
- Proactively identifies and implements ways to acquire and grow business with manufacturer accounts by adopting a consultative sales approach that focuses on business solutions and partnership with customers.
- Acts as the primary point-of-contact for prospective/existing customers as assigned (i.e. regular client visits, high-quality presentations, participate in quarterly business reviews, lead customer summits, and facilitate networking opportunities.)
- Acts as the primary point of contact within RxCrossroads solutions and the key customer advocate who builds and owns the account plan and has a strong grasp of the span of business in place, including the product pipeline, with their accounts.
- Builds and sustains a pipeline of new business opportunities, recording progress with customers in CRM via SalesForce.com
- Identifies, qualifies and prioritizes opportunities based on key criteria (e.g. decision-makers’s description of business need, relevance of McKesson product/ service offerings to need, revenue/margin potential, ability to buy.)
- Demonstrates consultative selling capabilities and results (i.e. solves customer business issues rather than solely selling products/services.)

#### Director Of New Business Development

Delta Corporation - –

##### Key Deliverables:

- Designed Blueprint for aggressive expansion of Management services with detailed Geographic and Regional focus Successfully added first new Resorts .
- Prospected, researched and developed communications and relationships with potential new business prospects for advertising agency services.
- Successfully added a variety of new clients to agency roster and increased agency's gross revenues by over \$2 million.
- Served as account executive for consumer products firm, credit union and mountain resort.
- Recognized as Sales VIP each year for exceeding growth targets by over 50% YOY.

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- Delivered \$1.65 million annual gross profit on budget of \$1.1M via sales and contracting excellence.
- Integrated inbound MRO transportation and local cross dock solution for worlds largest gold mining company (Barrick) resulting in over 40% savings .

### EDUCATION

- Associates in General Studies - 1987(Dutchess Community College - Poughkeepsie, NY)