

Robert Smith

Associate New Business Development Manager

CONTACT DETAILS

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PERSONAL STATEMENT

To offer broad experience working in a diverse business environment that demands strong organizational, technical and interpersonal skills.

WORK EXPERIENCE

Associate New Business Development Manager

Xtreme Tile & Remodeling & LC Tile Remodeling - January 2015 - 2020

Responsibilities:

- Developed and implemented a full-scale market penetration .
- Networked and interacted with local, and national associations to optimize industry.
- Spearheaded expansion and development initiatives in Multiple states, including Virginia.
- Presented innovative digital media marketing presentations to executive decision makers.
- Researched clients business issues and goals to offer appropriate solutions.
- Quoted prices, credit terms and other bid specifications.
- Negotiated prices, terms of sales and service agreements.

New Business Development Manager

Delta Corporation - 2011 - 2015

Responsibilities:

- Developed distribution for the companys new division of childrens decorative room decor in accounts Such as Wal-Mart, Kmart and Sears Generated new .
- Achieved new business through prospecting while developing new opportunities within already existing accounts Presented new business trends to .
- Trained and managed staff of sales reps across five radio stations in new business development, and non-traditional revenue generation with grocery .
- Created and presented non-traditional revenue programs to manufacturers and retailers.
- Responsible for weekly appointment reports and revenue reports to station managers.
- Cambridge, MA February 2016-September 2016 Next Generation Sequencing Analysis Platform for Precision Medicine New Business Development Manager.
- Paul Thompson Sales & Marketing Responsible for the development and growth of new and existing customers in four industrial sectors Position entailed .

SKILLS

Marketing
Communications,
Tourism, Advertising,
Management.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

Sales - May 2012(Dale Carnegie - Oklahoma City, OK)