

VP Of Business Development/Director

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: linkedin.com/qwikresume
Address: 1737 Marshville Road,
Alabama

Objective

Energetic and passionate business development producer offering exceptional leadership and communication skills. Technical background with the ability to bring a business perspective.

Skills

Microsoft Office, Timberline, CRM.

Work Experience

VP Of Business Development/Director

ABC Corporation - June 2006 – June 2008

- Developed and instituted a new marketing strategy with its primary function being focused on a national clientele.
- This strategy increased new business opportunities.
- Upgraded the Munlake brand which placed the company in a more competitive state in multiple markets.
- Developed business relationships with executive and second-tier decision-makers that resulted in new opportunities that fit the Munlake business model.
- Created a more efficient process within the marketing department that allowed for quick responses to RFP & RFQs.
- Mentored staff on marketing strategies and the process of translating marketing into business opportunities.
- Orchestrated the opening of the Mountlake Joplin, MO office and solidified critical public and private relationships with the local community.

VP Of Business Development

Electric Web Marketing - 2002 – 2006

- Serve as a key member of the executive team that sets the companys strategic direction.
- Spearhead business development initiatives that are consistent with the companys overall strategy.
- Responsible for revenue generation and strategic partnerships development and management.
- Manage complex contract negotiation and work with legal counsel as required.
- Be the driving force in the development of the work ethic, culture and values of the sales and business development group.
- Through personal example, establish the style and approach which will characterize the Companys dealings with the marketplace..
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelors of Science in Accounting - (Southwest Academy - Phoenix, AZ)