

## Director Of New Business Development III

**ROBERT SMITH**

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### Objective

Well-rounded business professional with extensive experience E-commerce, branding, & general business management Strong leadership & motivational skills Extensive experience in E-commerce, SEO/ SEM, UI/UX Experienced in public speaking.

### Skills

Marketing, Advertising, Team Development, Training.

### Work Experience

#### Director Of New Business Development III

**ABC Corporation** - September 2014 – October 2015

- Responsible for selling potable water storage tank maintenance services within the defined geographic location and collaborate with owners and staff to insure sales goals are achieved.
- Directs sales activities including, prospecting, cold calling, in-person sales calls, proposal management, lead generation, and ultimately closing deals.
- Maintains a high-activity sales effort that is documented and managed.
- Provides timely reports, account analysis and industry knowledge to develop effective and successful account strategies.
- Manages long-standing accounts and nurture the business relationship with these accounts.
- Develops strategic plans and projects annual sales forecasts for each assigned account.
- Prepares a regular account contact schedule based on strategy.

#### Director Of New Business Development

**Delta Corporation** - 2011 – 2014

- Developed new business models and executed business prototypes o Business to business phone and outside sales consultant for Inbonus project o .
- Responsible for building and maintaining client relationships while identifying, pursuing and closing sales for in- house agency.
- Developed new business opportunities thru aggressively negotiated media plans Negotiated & secured national agreements with FOX & SPEED Channel, Indy.
- Produced extremely popular joint marketing campaigns with nonprofit organizations, concert promoters, NASCAR teams and more.
- Identified and closed \$1million in new business within the first six months Personal Built and lead a high performance team in acquiring a plastic .
- Served as the companys Events Planning Chair leading a team of 12 employees who planned and executed the companys monthly events (birthday and .
- Responsible for implementation and execution of the Premier Contract for Vertebral Compression Fracture Repair Products with local area dealers; .

### Education

- (HOPKINSVILLE COMMUNITY COLLEGE - Hopkinsville, KY)