

ROBERT SMITH

Regional Business Manager/Executive

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Highly resilient Sales Specialist in Health Care with ability to identify growth opportunities to exceed business objectives. Results-oriented sales professional and leader with demonstrated abilities to lead from the front, thinking outside of the box and developing competencies to deliver improved results.

2008 - FEBRUARY 2012

REGIONAL BUSINESS MANAGER/EXECUTIVE - ABC CORPORATION

- Responsible for maintaining and advising dealer networks and providing assistance in sales and promotion of products in the region.
- Uncovered sales opportunity at the national crane rental facility that had period to address customer issues.
- Managed dealer issues and made joint sales calls with the dealer sales force to key accounts.
- Assisted in forecasting and dealer inventory planning to meet customer demand and dealer profitability goals.
- Coordinated and conducted the first-ever by district cluster pieces of training.
- Responsible for helping build an initial sales team for the launch of a new company and product.
- Facilitated conversations with industry-related organizations to develop official partnerships.

2005 - 2008

REGIONAL BUSINESS MANAGER/EXECUTIVE - ABC CORPORATION

- Ensure corporate goals were met through coordination/training of Best Practices and business activities, including office procedures, special projects, and collections.
- Responsible for front office/clerical staff job performance, goal requirements/achievements for 29 facilities in the Southeast Division of Kessler Rehabilitation.
- Billing software implementation and support.
- Staff development and orientation for proper registration/insurance verification procedures.
- Development of policies/procedures, orientation content and monitoring tools for clerical systems and front office staff.
- Reported directly to the Regional Vice President and District Manager for outcomes of business operations in the clinical setting.
- Maintained and oversaw the Medical Record function as outlined the in the Health Information Manager description below, including storage, retrieval, and destruction..



EDUCATION

BS

SKILLS

Ms. Word, MS Office, Outlook, Office: Word, Powerpoint, Photoshop, Photography, Sales, Typing, Windows.