

# ROBERT SMITH

## Business Development Consultant III

[info@qwikresume.com](mailto:info@qwikresume.com) | [LinkedIn Profile](#) | [Qwikresume.com](https://qwikresume.com)

Accomplished Senior Leadership Consultant with 5+ years experience in Management Consulting, Solutions Architecture, Product Development and Project Management. Capable of leveraging technology to develop business solutions and implement proven business strategies to improve sales, eliminate inefficiency, and increase margins. Broad-based business acumen with a unique combination of analytical skills, technological expertise, management and leadership abilities.

## EXPERIENCE

### Business Development Consultant III

#### ABC Corporation - SEPTEMBER 2008 - DECEMBER 2011

- Responsible for identifying and developing strategic business relationships with group purchasing organizations (GPOs), potential vendors, and customers, reporting directly to Regional V.P.
- Lead development of new business opportunities to support overall growth strategy.
- Worked closely with marketing, sales, and products management teams to achieve established sales goals and implement business development initiatives to maximize and grow network and increase revenue.
- Developed new business opportunities with GPOs and other potential customers at all stages of the sales cycle including targeting, prospecting and presenting compelling business propositions.
- Managed Business Intelligence (BI) projects provided real time synchronization between financial data on local databases and data on central ERP database and client web app development; targeting to provide accurate real time reports and to reduce complexity for developers.
- Created easy to understand educational materials for end users and in depth technical materials.
- Prepared and presented powerful persuasive sales presentations that effectively demonstrate the value proposition of products services and solutions.

### Business Development Consultant

#### ABC Corporation - 2003 - 2008

- Regional Broker Dealer Channel (Wirehouse Channel) NY, NJ, PA Key Accomplishments Worked with top representatives to partner with the United Services Organization (USO), allowing donors to give tax free donations to the USO while also helping them with their retirement plan
- This equated to 7mm in revenue
- Maintained the 2 top territories in channel for my entire tenure

- Increased my territories market share by 48% year-over-year Added 105 new reps that had never done business with Jackson Coordinated with Key Account Managers, Regional Vice Presidents, Regional Directors and my Internal Wholesalers to develop and execute strategic initiatives and programs with my assigned firms Facilitated web meetings for faster implementation of Jackson Sales initiatives Evaluated market metrics reports to help identify and manage territory needs - including where to increase market share
- Reported findings to upper management Assisted Morgan Stanley, Merrill Lynch, UBS, Wells Fargo, and several other regional customers to find product solutions that helped drive company sales initiatives that meet their clients needs Collaborated with my team of 5 to bring in 300 million dollars in sales every year
- Leading my territories to be the number 1 & 2 territories in my division (Regional Broker Dealer Channel) Gave effective presentations as to why our company was number one year-over year, in the retirement solutions space with over 25 Billion a year in sales Developed meaningful relationships with 1600 Financial Advisors in New York, New Jersey, and Pennsylvania
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

- Bachelor's in International Business - (University of Michigan)

## SKILLS

MS Word, Publisher, Excel, PowerPoint, CRM, Conflict Resolution experience, data analysis, B2B, excellent communication & presentation skills, P&C Lic.