

# ROBERT SMITH

## Regional Business Development Manager/Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

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### SUMMARY

Highly qualified Regional Business Development Manager with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and excel in the collaborative environment.

### CORE COMPETENCIES

Communication Skills, MS-Office.

### PROFESSIONAL EXPERIENCE

#### Regional Business Development Manager/Executive

**ABC Corporation - April 2010 – September 2016**

##### Key Deliverables:

- Business to business sales and employment placement with companies. Placed temporary, long term, and permanent employees.
- Delivered a flexible, productive, dependable workforce to meet fluctuating schedule demands while eliminating payroll.
- Consisted of being out in the field every day between commercial construction job sites and corporate offices.
- Visited job sites and performed job site safety inspection reports while checking on existing customers.
- Checked on-road crew companies that were using our DOT certified flaggers and made sure they were in a safe work environment.
- Visited prospects and set up presentations at safety meetings on commercial construction sites with superintendents, engineers.
- Responsible for maintaining existing accounts and establishing new customers.

#### Regional Business Development Manager

**ABC Corporation - 2009 – 2010**

##### Key Deliverables:

- -In charge of advising, assembling and executing a Sales & Marketing Plan, including all the required Scheduling and Cost Control for crude oil and derivatives such as fuel oil, gasoline, diesel, jet fuel and LPG in the assigned region which ensured a successful company's positioning as a reliable product supplier with excellent service standards.
- Identified and led new business development initiatives in line with agreed company strategy which resulted in 5% divisional growth in sales a notorious increase of the company exposure in the region in the Oil & Gas market segment.
- Prepared and executed an approved Sales & Marketing Plan for the Oil & Gas market segment in the region reporting 25% increase in sales volumes and 30% growth in market share.

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- Active participation in assisting the Corporate Commercial Team in developing, maintaining and standardizing marketing material and tools (website, database, services, planning tools) for both internal and external use and to optimize new business efforts.
- Operating responsibilities were directed towards advising, assembling and executing a Sales & Marketing Plan to ensure a reliable service within the east coast of the United States, Central America and Caribbean.
- Jointly with the Sales & Marketing Manager participated in the companys Steering and Management Operation Committee and guided the company to an average 10% annual revenue growth..
- This is Dummy Description data, Replace with job description relevant to your current role.

### EDUCATION

Education Specialist in real estate - (Campbell University)

