

Robert Smith

Manager Of Business Development

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SUMMARY

Tracked budget and implementing change orders. Identified and tracked critical path/activities both internally and externally.

SKILLS

Project Management, Operations Management, Management Experience, Team Development.

WORK EXPERIENCE

Manager Of Business Development

ABC Corporation - February 2015 - October 2017

- Lead BD effort for this small IT consulting firm.
- Lead the effort to expand into new market areas within the federal market.
- Activities included market analysis, client capability and marketing strategy review, opportunity identification, and capture strategy.
- Developed and submitted responses to Sources Sought and RFPs.
- Contracted vehicle exposure included CIO-SP3, Schedule 70, 8a STARS II and Alliant SB.
- Able to increase sales and product awareness across a wide range of products and services.
- Promoted after 11 months to manage and maintain relationships with our largest, most profitable, customers.

Manager Of Business Development

Delta Corporation - 2014 - 2015

- LCG is a high tech firm focus on providing leading edge services and solutions to the health care market.
- Lead the effort to move the firm into new client areas Defense Health Agency (DHA), Veterans Affairs (VA), Center for Disease Control (CDC), and Food and Drug Admin (FDA).
- Reported to the COO and provided executive level capture activities to include business development, analyzed markets, identified opportunities; negotiated teaming agreements with partners, developed in-depth knowledge of the competitive landscape, participated in pricing strategies, and other management support.
- Pending Bids - \$100M + Captured - \$20M Note After a hiring a new COO, the company is reorganizing and has decided to refocus on its core market.
- The current BD organization, which includes myself, was eliminated.
- GE Capital (NYSE GE) is a global, diversified financial services company engaged in commercial finance, consumer finance, equipment management and .
- Highlights at GE Capital include Led technical group which delivered internet-based supply chain system solutions displacing old EDI systems for GE .

EDUCATION

Liberal Arts - 1988(Georgetown University)