

# ROBERT SMITH

## Regional Business Manager I

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

### SUMMARY

Accomplished manager with a proven ability to develop team-oriented workforces, build leadership structure and increase profit margins. Have lead and implemented Lean Manufacturing methodology on multiple work cells at various sites with increased revenue and lowered costs.

### CORE COMPETENCIES

Project management, Strategy, Business Development, Due Diligence, Operations, Joint Ventures.

### PROFESSIONAL EXPERIENCE

#### Regional Business Manager I

**Voyce Pro, Inc - May 2016 – 2019**

##### Key Deliverables:

- Developed and maintained new and existing long-term business relationships with key decision-makers.
- Educated and trained about product, services and marketing initiatives, including how to engage pet owners when appropriate.
- Developed quarterly plans to distribute health monitors and focus on top tier full-time equivalent practices.
- Delivered timely feedback to sales, marketing and product development organization on progress, and demand in the vet space.
- Establishes sales objectives by creating a plan and quota for districts in support of the National projections.
- Updates job knowledge by participating in multiple conference calls, educational opportunities, reading professional publications.
- Responsible for helping build an initial sales team for the launch of a new company and product.

#### Regional Business Manager I

**ABC Corporation - 2011 – 2016**

##### Key Deliverables:

- Supervised six convenience stores including a large truck stop.
- Interviewing, hiring, and release of team members.
- Worked with vendors regarding ordering, pricing, and promotional activities.
- Reviewed and established profit and loss statements, sales gross margins, and income/expense reports.
- Preserved all security operations including court appearances.
- Increased store productivity through remodeling, modernizing cash systems, and updating gas pumps.
- Assisted in the sale of six convenience stores..

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### EDUCATION

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