

Asst. Business Development Officer

ROBERT SMITH

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Objective

To work with an Aggressive and motivated team of Professionals, seeking goals for future and to apply professional and academic knowledge to challenging tasks leading to growth and development of organization and career development.

Skills

Business Analysis, Business Management, Requirements Analysis, Market Research, Project Management.

Work Experience

Asst. Business Development Officer

ABC Corporation - March 2009 - June 2010

- Educate physicians about the services available through home health care providers.
- Maintain contact with referral sources to update them on changes in applicable regulations affecting home care.
- Assist Bethany and its subsidiaries in obtaining signed physician orders for home care services, including delivery and pickup of such orders.
- Enhance awareness of home health services and the services of Bethany in the community by meeting with discharge planners, hospital personnel, physicians and physician office personnel.
- Maintain a committed and cooperative attitude with all job duties.
- Assist in community wellness and prevention programs.
- Discuss care plans with physician offices regarding patient issues.

Business Development Officer

ABC Corporation - 2008 - 2009

- Managing the business development for the West Texas Region.
- Work closely with bankers, economic divisions, commercial brokers to generate lending activity.
- Outreach/marketing of SBA 504 and SBA 7A packaging.
- Commercial Lending up to \$15 Million.
- Business Revolving Lines, Business Term Loans, Equipment Financing, Construction/Commercial Real Estate, Multifamily, Energy Financing.
- Aggressively soliciting and servicing prospective customers producing a variety of commercial loans as well as generating and managing a portfolio of business and corresponding relationships, while seeking new accounts through calling efforts, marketing, and referrals.
- Medical and Healthcare Financing..

Education

Masters of Science in Finance in Financial Planning - 2013(Kaplan University)