

ROBERT SMITH

Associate Director Of New Business Development

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

SUMMARY

Multi-dimensional professional providing leadership, vision, technical and creative skills. Successful in driving and sustaining revenue and profit growth in domestic and international consumer markets at all price points.

CORE COMPETENCIES

Sales, Marketing, Event Management.

PROFESSIONAL EXPERIENCE

Associate Director Of New Business Development

ABC Corporation - January 2008 – January 2010

Key Deliverables:

- Successfully rebranded the companys image and nutritional products that would appeal to a market.
- Added on additional products for overall health to boost sales.
- Started from scratch and built a brand new distributor and customer base nationwide.
- Developed business and product training materials.
- Traveled extensively to increase the distributor base and seek out strong leadership.
- Created new digital marketing and social media campaigns used for brand awareness and lead generation.
- Created hands-on training for lead generation program.

Director Of New Business Development

Delta Corporation - 2003 – 2008

Key Deliverables:

- Managed overall company growth through both in house policy & outside Sales.
- Acted as consultant regarding current industry standards and employee operations.
- Utilized previous client base for new development and strategized future new business.
- Carried memberships from past organizations, experiences, and events into current environment.
- Responsible for all business development efforts for both commercial and military programs for the design, development, and manufacture of aviation .
- Also required additional program management responsibilities.
- Responsible for bringing in 1800-Flowers, Time Magazine, Fleet Bank, FTD and Chase Manhattan Bank.

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EDUCATION

Business, Marketing, Finance - 1982(Brigham Young University-Provo - Provo, UT)

