

# ROBERT SMITH

## VP of Business Development I

[info@qwikresume.com](mailto:info@qwikresume.com) | [LinkedIn Profile](#) | [Qwikresume.com](#)

Motivated, results driven professional who has experience in supervision, customer service as well as teaching. Seeking a position in where could utilize skills.

## EXPERIENCE

### VP of Business Development I

#### ABC Corporation - AUGUST 2011 - FEBRUARY 2013

- Responsible for staffing performance reviews and proper training for all employees.
- Develop and maintain community relationships including but not limited to current and potential referral sources, customers.
- Supervise administrative and clinical staff to ensure the quality of patient care.
- Direct and coordinates all system data for billing and referral.
- Pharmacy Technician Take all the information to fill a patients prescriptions.
- Count tablets or measure the amount to fill a prescription.
- Implementing marketing strategies, business plans, and Identifying trends & potential markets for service.

### VP Of Business Development

#### ABC Corporation - 2010 - 2011

- Spearheaded formation, development and launch the online product sales lifecycle including developing and establishing a 25-person Inside Sales team to serve a the entire Zoho product portfolio.
- Reassigned recently with the initiative to increase revenue and direct the product portfolio into new markets such as data center, virtualization and others.
- Develop alliances and partnerships to take the product suite into highly order Enterprise companies.
- Working with engineering to formate market strategies for the new markets.
- Key Results In process of completing a Strategy Partnership with one the key SDN (Soft- ware Defined Network) companies to white-label ManageEngine products Establishing relationships with key companies that are leading the cloud computing, virtualization and others space; requiring ManageEngine products.
- Pioneered Cloud Computing Platform in 2006 to operate & delivery all Zoho service utilizing out-of-shelf commodity components.
- Improved Operational Efficiency by 20% (equivalent to \$3.5M annually) by implementing change, inventory & management systems Cut Supply-chain costs by \$3M annually while increasing

reliability by de- veloping well-managed &quot;just-in-time&quot;  
inventory & sourcing.

## EDUCATION

- Certificate of Completion Dietary Manger - (The University of Florida)

## SKILLS

MS-Office, Outlook, Power Point, Avid, Final Cut Pro.