

ROBERT SMITH

Senior Business Development Manager III

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

SUMMARY

Senior Sales Executive with more than a 20-year accomplished career track record acknowledged throughout the industry for delivering and sustaining revenue and profit gains within a highly competitive U.S Department.

CORE COMPETENCIES

MS-Office, Management Skills.

PROFESSIONAL EXPERIENCE

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VCA ANTECH - 2006 – 2019

Key Deliverables:

- Received Sales Above Quota recognition annually with growth rates of quota.
- Responsible for the management, growth, and service of existing account base.
- Responsible for establishing a Regional Territory Management Plan to secure new business.
- Collaborated with industry partners to close new accounts.
- Consulted with and sold Veterinarians on ANTECH Practice Enhancement Programs to promote revenue growth.
- Negotiated contractual agreements with practice owners of ANTECHs Top Tier accounts regionally and nationwide.
- Collaborated with VCA company partners to sell Digital Radiography and Ultrasound capital equipment.

Senior Business Development Manager

ABC Corporation - 2005 – 2006

Key Deliverables:

- Required to meet and achieve a \$3.4 Million Revenue Goal.
- Primary Sales for all National and Local Accounts.
- Prospect and solicit potential new Business Travel Accounts and grow presence of the hotel in the local market.
- Travel to tradeshow & industry events to network and market the properties and company.
- Exceed personal goals and aided in the achievement of the team goals.
- Solicit, propose, negotiate & contract groups, meetings, conferences and conventions.
- Member PSBTA, SWKCC.

EDUCATION

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AS - (Northwest Mississippi Community College - Southaven, MS)

