

Senior Business Development Manager

ROBERT SMITH

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Objective

Highly motivated sales professional with 16 years experience in business-to-business sales. Proven ability to develop new sales prospects and increase revenue with existing client base.

Skills

Multiple CRM Mastery, MS-Office.

Work Experience

Senior Business Development Manager

Daymon Worldwide - August 2006 - 2019

- Managing a team working with the Giant Eagle Own Brand and Merchandising teams across all grocery, non-foods, general merchandise.
- Facilitate sales of wholesale sales. Collaboratively manage a team of direct reports and supplier relationships.
- Maintain open lines of communication with external and internal stakeholders.
- Develop marketing plans, product promotions, advertising, in-store displays merchandising strategies and inventory forecasting.
- Work collaboratively with other members of management to implement strategic plans.
- Successfully manage and retain a team of business development professionals.
- Mentor and coach individual employees with a strong focus on their sales and marketing skills.

Senior Business Development Manager

ABC Corporation - 2002 - 2006

- Developed a new national accounts sales template to expand company footprint in the market.
- Signed key accounts with uncapped revenue potential and managed those on-going relationships.
- Consulted with clients on employee risk within their workplace and on policy development.
- Worked with operations team to ensure that all on-site field projects were financially viable.
- Attended national vendor conferences to promote core service offerings to key buyers.
- Networked with targeted industry groups to promote on-site and clinical testing services.
- Taught one hour classes on employee drug and alcohol misuse for clients and prospects..

Education

Bachelor of Science in Food Marketing - (St. Joseph's University - Philadelphia, PA)