

ROBERT SMITH

Manager Of Business Development III

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

Train and mentor Employment Specialists to ensure their competency in professional development in the areas of customized employment and business . Collaborate with department supervisors and managers on programmatic and administrative supervision of staff.

EXPERIENCE

Manager Of Business Development III

Preferred Family Healthcare - 2015 - 2020

- Responsible for the daily operations of nonprofit, CARF accredited, social service agency.
- Effectively managed the financial needs of the office to ensure contractual compliance and organizational fiscal goals.
- Oversaw recruitment, professional development, orientation/training and annual training, performance evaluation of staff.
- Implemented corporate policy into daily business processes.
- Conducted quality management reviews, including files, job site and home based visits, client satisfaction, and review of staff reports.
- Developed and maintained stakeholder relationships.
- Motivated team members through leadership skills, performance planning, coaching, and counseling techniques.

Manager Of Business Development

Delta Corporation - 2012 - 2015

- Oversaw and managed client relationships with movie studios, record labels and sports networks Customized web-based marketing packages that were .
- Building a solid inside sales team that exceeds sales goals Collaborating with marketing, support, community management, internal systems, product .
- Calling on CMOs and Top Marketing Executives all over the US Maintain and develop constant communication with prospects Design marketing plans .
- Direct Sales/Account Management for Southeast territory of five states Scheduled seminars, sales meetings, and trade shows to enhance product .
- Relationship Management and New Account Development of Corporate and Purchasing credit cards.
- Created business model and marketing plan to launch the residential fence department, conducted market analysis to determine target markets, .
- Developed and implemented a strategic business networking plan

that resulted in partnerships with key property management agents, luxury home .

EDUCATION

- Bachelor of Science in Finance and General Business - (Southwest Missouri State University - Southwest, Missouri, US)

SKILLS

Management, Fiscal Oversight, Accounts Receivable, Accounts Payable, Negotiations, Sales, Customer Service, Microsoft Office.