

Robert Smith

New Business Development Manager

CONTACT DETAILS

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Alabama
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SKILLS

Product Management,
New Business
Development,
Competitive Intelligence,
Strategic Marketing.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

PERSONAL STATEMENT

Results driven professional skilled in cross-functional leadership, team building, collaborative management, hiring, training, development, and forging partnerships. Experience with mature businesses, start-ups, high growth, and turnarounds with small businesses and corporations.

WORK EXPERIENCE

New Business Development Manager

ABC Corporation - 1999 - 2011

Responsibilities:

- Led cross-functional teams containing Production, Editorial, and Marketing.
- Struck by the lack of a drug reference specifically for psychologists and social workers, conceived of the PDR Drug Guide for Mental Health Professionals.
- Directed first editions creation.
- Became a recommended text in undergraduate and graduate mental health courses nationwide.
- Wrote business plan that secured multimillion dollar corporate funding for a new pharmaceutical advertiser.
- Supported print periodical, the PDR Monthly Prescribing Guide, as well as its electronic spinoff, mobilePDR.
- Managed development and launch, including public relations, of the definitive PDR for Nutritional Supplements.

New Business Development Manager

Delta Corporation - 2011 - 2014

Responsibilities:

- While understanding client goals, ensure that they are accomplished within given timelines and budgetary limits Work with account executives, .
- Responsible for achieving annual new business acquisition and growth targets for Xeroxs outsourcing division.
- Creative writing/direction/production for TV, Radio, Interactive and Print Be the main point of contact between talent, client and director on all .
- Assisting in Project Management with subcontractor scheduling and work scope for various clients Organizing and attending meetings to close business .
- Claims Management/Group Rating/Self Insurance New Business Development Manager Sales Award for May and July 2012 Develop and implement an efficient .
- Identify, qualify, and translate client needs into actionable consulting solutions to secure all contracts and pricing commitments.
- Understand and support company sales policies and procedures to develop long term business relationships with CFOs, CEOs, and business owners .

Education

Bachelor of Science in Health and Physical Education - (Pennsylvania State University)