

ROBERT SMITH

Assistant Area Business Manager

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High-energy, goal-oriented and motivated executive is seeking a position that will fully utilize 15 years of experience building and leading integrated operations for major companies. Desire a career opportunity that will provide a challenging avenue to significantly contribute to a company's efficiency, organization, growth, and profitability.

NOVEMBER 2008 - SEPTEMBER 2011

ASSISTANT AREA BUSINESS MANAGER - ABC CORPORATION

- Responsible for sales and operational achievement of the 14 western states in successful pullthrough with Octagam, Wilate, and Octapharma Albumin.
- Worked with major Distributors and GPOs to assure product availability and compliance for various market segments (acute care, HME, home infusion, and ambulatory infusion).
- Hired and managed the Sales Managers and Key Account Manager within the area.
- Responsible for securing alignment with VP, Operations, regarding strategy and work with VP, Sales, in managing national sales plan targeting hematology, pulmonology and immunology.
- Directed GPO relationships Premier, VHA, Novation Contracted the first Health System contract, Banner, for significant sales of Octagam and Octapharma Albumin.
- Launched new product, Wilate, with orphan drug status, for patients with vWD.
- Managed operational issues, such as supply compliance, reimbursement, and GPO integration.

2003 - 2008

AREA BUSINESS MANAGER - DELTA CORPORATION

- Successfully launched Ampyra to neurologists in northern NJ.
- Competed against generic compounded product.
- Quickly accumulated to new market.
- Developed and implemented strategic business plans.
- Responsible for managing \$31.4 million territory encompassing seven states in the Southeast region of the United States Grew region \$1.4 million in .
- Introduced and launched a new drug for treatment of multiple sclerosis.
- Presented Avonex to neurologists in private practice and teaching centers in Maryland and Delaware.

EDUCATION

M.B.A. in Marketing - (Pepperdine University)

SKILLS

Microsoft Office, Account Management, Sales Management, Business Development.