

# ROBERT SMITH

## Sr. Area Business Manager

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

### SUMMARY

An accomplished Sales Management Professional with extensive experience in all facets of sales and marketing within the medical and surgical supply industry as well as the agriculture industry; adept at establishing key business relationships, meeting lofty sales execution goals, and leading through a results driven management style.

### CORE COMPETENCIES

Microsoft Office, Business Development, Business Analysis, Forecasting, Sales.

### PROFESSIONAL EXPERIENCE

#### Sr. Area Business Manager

ABC Corporation - 2011 – July 2012

##### Key Deliverables:

- Characterized through market analysis and collaboration across divisions to increase transport volume.
- Managed 5 business development representatives within a 4 State geography IN, KY, MI and OH.
- Analyzed data and direct reports to improve performance of direct team and base crews.
- Awarded the highest revenue award for the month of august 2011 out of 10 abms.
- Escalated the demand and need in the central florida marketplace for a new buy and bill novelty consumer good cosmetic product generating \$143,000 in 6 months.
- Performed weekly site audits for safety concerns and building maintenance.
- Reduced downtime at key site >50% in less than a year, reducing costs by almost \$1 million.

#### Area Business Manager

Delta Corporation - 1990 – 1991

##### Key Deliverables:

- Responsible for focused sales and strategies to increase market share within Blood Banks and Hospitals.
- Covering 25 western states and Canada.
- First ABM to close contract with American Red Cross which is the largest supplier of donated blood in the US.
- ABM of the Year award winner 2006, 2008, 2009, 2011.
- Accounts Payable Supervisor, Joint Venture Auditor and General Accountant, Shell Oil Company Managed the billing, collections, scheduling and client .
- Supervised Accounts Payable employees at Shell Oil, served as User Representative and Implementation Coordinator for an Accounts Payable/Joint .
- Audited joint venture partners for compliance with COPAS procedures; led both revenue and expense audits.

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### EDUCATION

- B.S. in Business Administration - (University of Louisville - Louisville, KY)