

# ROBERT SMITH

## Jr. Manager Of Business Development

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### SUMMARY

Business Development or Production Supervisor that services the E&P, Midstream, Utilities, and Shipping industries. have sales, field and management experiences in each of these industries.

### SKILLS

Appalachia Gas Measurement Trained 2013, 2014 And 2015.

### WORK EXPERIENCE

#### Jr. Manager Of Business Development

ABC Corporation - May 2015 – September 2015

- Provided P&IDs drawings (Facility, Plumbing, Electrical, Equipment and Automation), BOM for obtaining quotes, Spools for custom fabrication, Materials Management, Field Supervision, Gas Equipment Selection.
- Provided alerts & reports to management, production and well tenders.
- Interacted with Automation, I&T, Facility, Operation, Petroleum, Plant, Process and Production Engineers.
- Obtained three new clients for company.
- Developed tracking mechanism for sales calls.
- Designed summary profiles by companies that we were targeting.
- Designed database of drilling and midstream activity.

#### Manager Of Business Development

Delta Corporation - 2012 – 2015

- DBA Best Cleaners - TN I developed and maintained business relationships with contractors dealing in restoration for losses due to fires, floods, and .
- Our company sub contracted and dealt directly with these losses for textile restoration.
- Solicited work from contractors, as well as insurance adjusters at major insurance companies.
- This included me traveling in a company vehicle to meet with the clientele and take them to lunches or on entertainment ventures, discussing the .
- Build and cultivate business partners in a variety of business sectors to increase awareness of SPIN Employment Services and extend the diversity of.
- Partner with departmental supervisors to ensure that all Employment Specialists effectively integrate job development, discovery and customized .
- This is Dummy Description data, Replace with job description relevant to your current role.

### SCHOLASTICS

- AMIST I (Industrial Maintenance Technician) in Industrial Electrician, PLC Technician and Industrial Mechanic - 2013(Community College of Beaver County - Monaca, PA)