

ROBERT SMITH

Jr. VP Of Business Development

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Manage clients, strategic partners, vendors and talent. Deliver high-value, strategic solutions with business impact. Recruiting and services expert with a superior track record.

JUNE 2006 - JUNE 2008

JR. VP OF BUSINESS DEVELOPMENT - ABC CORPORATION

- Developed comparison tables of products and services by researching product pricing, ratings, and performance.
- Formulated custom business plans for incoming account managers.
- Negotiated prices, terms of sales and service agreements.
- Presented innovative digital media marketing presentations to executive decision-makers.
- Enhanced marketing exposure through effective website content management and direct correspondence with potential clients.
- Evaluated market trends and recommended marketing budget allocations to top management.
- Aggressively recruited by the leading publishers in the pool and spa industry to drive sales and client growth.

2004 - 2006

VP OF BUSINESS DEVELOPMENT - ABC CORPORATION

- A Locally owned home care company located in Dallas Texas.
- Developed new business and improved existing business to increase growth and revenue.
- Hire, mentor and train sales force.
- Revised territories and restructured In-Take Department to improve efficiency.
- Target accounts Physicians, acute care hospitals and senior communities.
- Key Achievements Managed 8 Account Executives and successfully coached sales force in consultative selling Increased Growth and Development by 50% Rapidly increased new referrals and Revenue Improved time management skills and productivity by implementing a weekly call log Motivated sales team in "Passion About Sales Approach"
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

SKILLS

Management, Communication Skills.