

Vice President Business Development

ROBERT SMITH

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Objective

Executive-level Business Development Leaders effectively leverage a unique perspective from both sides of the negotiating table and a thorough understanding of the healthcare industry to optimize position and capture market share.

Skills

Client Partner, Engagement Management, Board level.

Work Experience

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PurePredictive - 2015 - 2019

- Recruited to launch and grow sales across multiple verticals on the company that engages and business models.
- Delivered users from zero launch via superior target marketing and sales expertise.
- Contribute business acumen to expansive operations in sales, account management, and customer success.
- Lead engagement managers, and individual success through and professional development opportunities.
- Identifies key decision-makers and potential thought leaders presentations on the benefits and distinction of PurePredictive.
- Instrumental in forming a world-class advisory board by engaging industry leaders and PurePredictive technologies.
- Develop and deliver comprehensive presentations that include on-site data loads and reports that drive customer success.

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ABC Corporation - 2013 - 2015

- Acquisition of new business for the Workers Compensation Third Party Administration program of this insurance services company serving WI public entities.
- Sold and managed book of business with \$1 million annual revenue including county government self-insured Workers Compensation programs.
- Successfully restructured proposal process, new client onboarding documents, collaborated with staff underwriting professionals and managed and negotiated firms cost management contracts and partnerships in case management, medical bill review and provider networks.
- 2011 - 2015 Aegis Corporation Brookfield, WI Vice President Business Development Acquisition of new business for the Workers Compensation Third Party Administration program of this insurance services company serving WI public entities.
- Sold and managed book of business including county government self-insured Workers Compensation programs.
- Successfully restructured proposal process and new client onboarding documents.
- Managed and negotiated firms cost management contracts and partnerships in case management, medical bill review and provider networks..

Education

BS