

ROBERT SMITH

Vice President Business Development I

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SUMMARY

Results-driven executive with highly solutions to drive business and bottom-line objectives. Expertise in the multi-relationship building, management, network administration, enterprise software, and programming.

SKILLS

Supply Chain Logistics and Transportation Management.

WORK EXPERIENCE

Vice President Business Development I

ABC Corporation - January 2009 – October 2009

- Develop Services and Products for the company to deliver to the new markets.
- Services supporting the management of IT infrastructure, business information, and application development.
- Directly manage revenue and market share objectives.
- Develop and execute targeted sales presentations and provide program direction to a diverse client base, including C-level executives.
- Lead a virtual team charged with delivery of high-end, e-business Technology with the line of business requirements.
- Manage Channel Division Established and cultivated a wide range of client retention, and new business development.
- Responsible for supporting the management teams of each company.

Vice President Business Development I

ABC Corporation - 2004 – 2009

- Responsible for supporting the management teams of each company.
- Chief Financial Officer Responsible for directing the organizations overall financial policies.
- Oversight of all financial functions including accounting, budget, credit, insurance, tax, and treasury.
- Designed and coordinated a wide variety of accounting and statistical data and reports.
- Managed all HR functions.
- Was instrumental in managing the establishment of company policies and procedures and annual performance review processes.
- Was successful in procuring funds availability for asset investments in excess of [] Developed business plans for all companies including implementation of annual budget processes..

SCHOLASTICS

- BS