

ROBERT SMITH

Senior Business Consultant III

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Sales Executive and financial professional with experience in business development, sales negotiations and relationship building seeking to secure a position with a stable and profitable company with an environment.

EXPERIENCE

Senior Business Consultant III

ABC Corporation - APRIL 2005 - FEBRUARY 2016

- Data is a leading provider of electronic commerce and payment solutions for businesses and consumers worldwide.
- Serving the worlds financial institutions, merchants of all sizes and governments. Responsible for sales negotiations and account profitability.
- Sell customized merchant service programs to small and middle-market size businesses.
- Develop ongoing customer relationships and an annual marketing plan to reach desirable projects.
- Maintain and develop referral relationships with various bank centers, business bankers, commercial bankers, and government bankers.
- Cold call prospects daily, process orders, install point of sale equipment and service accounts.
- Provide analysis of existing data practices and make recommendations for improvements.

Senior Business Consultant

ABC Corporation - 2000 - 2005

- Analyzed profit loss statements and developed current customer analysis to improve profit margin.
- Performed statistical analysis of service teams to improve quality of products and services.
- Implemented processes to reduce costs by in-depth infrastructural analysis.
- Managed statistical analysis of enterprise print fleets to determine true operation cost.
- Developed strategies to improve print efficiency and procurement.
- Increased sales and client penetration in North/Northeast Ohio region.
- Negotiated over three million in contractual business..

EDUCATION

- Bachelors of Arts in Fashion Merchandising - (The Ohio State University)



SKILLS

Ms Office Suite, Management Skills.