

ROBERT SMITH

Business Development Director

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Created proposal for leadership and received funding for the project. Innovated method that tracked highest analog film requestors. Gathered buy-in and feedback from physicians and converted over 75% of Austin physicians to digital process. Program continues to save employer approximately \$3-400K annually.

CORE COMPETENCIES

Ms Word, Marketing.

PROFESSIONAL EXPERIENCE

Business Development Director

ABC Corporation - March 1997 – February 2010

Key Deliverables:

- Managed purchasing and business development activities for \$245 million product categories of a \$22 billion retailer.
- Supported sales and profit production in over 300 stores.
- Developed strong vendor relationships and negotiated to buy quality products for lowest cost of goods to maximize profitability for multiple facilities/warehouses.
- Analyzed market trends and customer needs in the assigned category.
- Projected and procured product for promotional events, holiday selling periods, and daily inventory needs.
- Reviewed contracts and examined buying patterns.
- Analyzed and managed complex financial and inventory data.

Business Development Director

ABC Corporation - 1995 – 1997

Key Deliverables:

- Worked offsite as part of an international, multifunctional team with all stakeholders and executive management on new brand and services launch, including logo and website design, social media presence, and SEO and SMO optimization.
- Contributor and consultant on Private Placement Memorandum (PPM) and Investment packages showcasing company offerings, ROI, and the entire line of products and services across multiple industries (Telecom, Real Estate, Mining, and Security), leading to the sale of 2.2M shares of corporate stock.
- Conducted industry wide SWOT and competitive analysis for new VoIP service launch in South Africa, utilizing the Vodafone infrastructure for expanding affordable cell phone services for Africans across the continent.
- Conducted weekly meetings as part of an international, multifunctional team, working with stakeholders and executive management on branding, messaging, launch strategy, logo and website design, marketing campaign and SEO/SMO optimization.

ROBERT SMITH

Business Development Director

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

- Dashboard creation and tracking of click through, conversion, bounce, and list growth, rates for weekly reporting with team.
- Co-Author and editor of corporate Private Placement Memorandum (PPM) and Investment Package to potential investors, resulting in the elimination of ambiguity, mitigating any potential or foreseeable risk, and leading to the sale of 2.2M shares of corporate stock.
- Generated and held dynamic, engaging, and interactive 3D presentations for investors, VCs, Executives, and marketing.

EDUCATION

- BA in Communications/Marketing - (University of Texas at San Antonio - San Antonio, TX)