

ROBERT SMITH

Asst. VP of Business Development

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

SUMMARY

Energetic and passionate business development producer offering exceptional leadership and communication skills. Technical background with the ability to bring a business.

CORE COMPETENCIES

Microsoft Office, Sales Management, Business Development.

PROFESSIONAL EXPERIENCE

Asst. VP of Business Development

ABC Corporation - August 2013 – January 2015

Key Deliverables:

- Led the development of a new division for Mud Motors, Power Sections, MWDs, and other Downhole Tools.
- Supervised and managed all operations and Business Development/Sales.
- Created marketing materials and brand messaging for a new division.
- Managed all contract negotiations between customers and vendors.
- Responsible for cost control and cost estimation for each tool built including material/parts used, logistics cost to and from the site, customer wear and tear, teardown, inspections, personnel and reworks.
- Strategically planned new product releases, marketing strategies, and our business model annually.
- Coordinated all logistics to and from our jobsites and vendors. Interview, hire and train all sales personnel.

VP Of Business Development

ABC Corporation - 2010 – 2013

Key Deliverables:

- Developed business plan and marketing strategy for new corporation.
- Identified and incorporated best practices.
- Created partnerships and built sales channels for new product line.
- Research and development Project Manager.
- Principal and member of the Board of Directors.
- Contract position..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Diploma

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