

# ROBERT SMITH

## Senior Business Development Specialist

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Recent college graduate with a B.S. in Operations and Supply Chain Management with experience in the logistics industry. Self-motivated and result driven. Seeking to obtain a position within a company that utilizes my analytical skills and experience.

## EXPERIENCE

### Senior Business Development Specialist

#### GREAT NORTHERN SENTRY COMPANY - 2008 - 2019

- Achieved more than \$2.3 million in sales as Business Development Specialist; nearly \$3.5 million throughout full tenure.
- Handle sales, marketing and business development of major site security accounts.
- Conduct cold calling, tracking all activity and following through from initiation to closing.
- Design and create sales proposals, offering specialized security services, seminars and training.
- Assist in the team development and implementation of marketing proposals.
- Manage activities and staffing for Kalamazoo office.
- Provide training for all live scan field technicians.

### Business Development Specialist

#### ABC Corporation - 2007 - 2008

- Cultivated and sustained client relationships with both new and existing customers
- Conducted onsite visits and provided ongoing customer support through telephone and email communications
- Led sales and scheduling of clients for training programs
- Managed client database
- Hosted product demonstrations to engage customers in product solutions and drive revenue growth
- Processed an average of 40 outbound sales calls daily
- Supervised Account Managers and maintained relationships during absences, including closing leads.

## EDUCATION

- Business Coursework - (KALAMAZOO VALLEY COMMUNITY COLLEGE - Kalamazoo, MI)

## **SKILLS**

Financial Management, Client Relations, Large Team Operational Management, Human Resources and Sales Management.