

# ROBERT SMITH

## Business Development Associate/Manager

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

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### SUMMARY

As a seasoned investment strategist with over 8 years of experience in financial services, Well-versed in the risk and capital markets arenas and have a deep understanding of portfolio construction and asset allocation within the private wealth management sector.

### CORE COMPETENCIES

Morningstar Direct, Bloomberg, Microsoft Office, SQL.

### PROFESSIONAL EXPERIENCE

#### Business Development Associate/Manager

**ABC Corporation - 2006 – 2008**

##### Key Deliverables:

- Worked within Upstream and Downstream Commodities Groups in directing complex financial planning and economic modeling to identify viability of diverse projects.
- Administered cross-functional teams across multiple verticals to advise on contracts.
- Upgraded resources and led standardization of the Upstream Origination model.
- Increased more appropriate accounting conventions.
- Improved and clarified reporting charts, diagrams and financial functions allowing greater flexibility within the standardized model.
- Notable Accomplishments Oversaw the complete development cycle of from screening through deal closure.
- Analyzed and provided proactive recommendations to various levels of management for potential asset acquisition, corporate buy-outs of both public and non-public companies and debt financing.

#### Business Development Associate

**Apple Ford's Allstate Agency - 2002 – 2006**

##### Key Deliverables:

- Responsible developing strategic relationships with partners or potential customers with the intent to drive organization results and achieve targeted growth and cash flow projections.
- Assists in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Works directly with management to implement business development initiatives.
- Utilizes a consultative sales model prior to positioning products or customized risk management solutions to policyholders.
- -#1 sales person at the agency almost every month and have exceeded my sales goals every month -Won a trip to the Bahamas for surpassing my sales goals

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-Helped develop and execute the Consultative Sales Process and have played a critical role successfully adapting it.

- Skills Used -Building Rapport with potential customers -Research -Knowledge of Allstates P&C, Life, and Commercial products -Organizational skills necessary to keep track of leads and work them successfully.
- Develop and sustain strong working relationships with multiple departments necessary to remain successful.

### EDUCATION

Masters of Business Administration in Business Administration - (Loyola University - Sellinger School of Business)

