

ROBERT SMITH

Business Development Lead

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Seasoned leader, salesman, and marketer. Experience growing teams, start-ups, small and medium businesses. Background in Business Intelligence, Sales Enablement. Seeking a position of Business Development Lead.

EXPERIENCE

Business Development Lead

OCULUS GROUP LLC - APRIL 2016 - 2020

- Performed ad hoc sales research for management and technical resources based on potential leads.Served as the primary Point of Contact when the client supports an external proposal as a subcontractor.
- Engaged and acquired high-profile target accounts for the UberEATS Platform.
- Managed the sales team and monitor outcomes.
- Planned and executed growth strategy in expansion areas.
- Coordinated with department heads.
- Sought and built a clientele of businesses and managed client accounts.
- \${job_description7}

Business Development Lead

Delta Corporation - 2014 - 2016

- In charge of building the number of units and properties Ecoteam Pest Control services.Make daily outbound calls and answer sales calls.
- Successfully managed production activities so all orders are shipped on time.
- Investigated and implement ideas for quality improvement, increased productivity and cost reduction.
- Recommended and executed quality improvements for production and product quality.
- Negotiated prices, terms of sales and service agreements.
- Attended monthly sales meetings and quarterly sales trainings.
- \${job_description27}

EDUCATION

- Masters of Business Administration in International Business - (Strayer University)

SKILLS

Goal-focused, Organisational skills, Product Development.