

ROBERT SMITH

Channel Development Manager

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

SUMMARY

Responsible for Coordinating as needed with Concorde's video content team on creative decisions, livestreams and optimization needs, and also Building a positive relationship with YouTube's Publishing teams for growth opportunities and the latest in revenue optimization techniques.

CORE COMPETENCIES

Technical Sales Account Manager, Regional Sales Manager, Sales Trainer, National Account Manager.

PROFESSIONAL EXPERIENCE

Channel Development Manager

ABC Corporation - 1995 – 1996

Key Deliverables:

- Responsible for all Channel Development, North America.
- Designed and executed North American World Tour and Presentation, 25 Major US & Canada Cities.
- Put together and taught training sessions.
- Assisted sales team and sales engineering with trouble shooting and debugging.
- Worked closely with product management.
- Responsible for Co-Selling Partners Coordination, Business Development, Trade shows, & Marketing Sample Prospects Martin Marietta, Raytheon, DIA, RTD, Federal Reserve, Verizon, Microsoft, MasterCard, USPS, DOD, Cisco, Gart Sports.
- Moved up to highest partner level with Cisco.

Channel Development Manager

Delta Corporation - 1994 – 1995

Key Deliverables:

- Held other positions for this technology company including Product Manager, and inside sales.
- Was promoted twice during my four years with the company.
- Rimage produced commercial use CD and DVD recording and printing systems for various vertical markets.
- Wrote a white paper describing the commercial application of these systems into the insurance market for data distribution.
- Perform light Software/Hardware managed services to Vertical and Horizontal small business markets locally as well as working on Hydrogen Gas startup .
- Skills Used Sales Negotiations, Consulting, Management, Leadership, Operations, Pipeline Development.
- Created, implemented and enacted the Channel Partner program for BEC Technologies Established partnerships with VARs, Tier 1 Carriers, MSPs, SIs .

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EDUCATION

- BS In Computer Science