Robert Smith

Corporate Relations Manager

CONTACT DETAILS

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PERSONAL STATEMENT

Corporate Relations Manager is responsible for Developing client relationships through the use of targeted content that is both timely and relevant to those who are most interested in the company's products or services; Locating current clients; build business relationships with key influencers; developing content that addresses key issues facing consumers today with an eye toward how they will be impacted by new products or services in the future; preparing targeted annual reports that highlight accomplishments related to consumer trends.

WORK EXPERIENCE

Corporate Relations Manager

ABC Corporation - 2018 – 2022

Responsibilities:

- Pitched stories to national press and garnered positive interest on companys behalf.
- Assisted in the creation and disseminated of corporate press releases and shareholder communications.
- Coordinated executive interviews with national publications and television programs.
- Managed internal and external communications projects for global entertainment company.
- Managed communications process regarding Viacom/CBS corporate merger.
- Managed the creation and dissemination of quarterly reports on company performance.
- Responsible for all strategic partnerships pertaining to Manufactures, Distributors, and Technology Providers in start-up environment, researched, analyzed, recommended & developed new revenue streams.

Corporate Relations Manager

Delta Corporation - 2007 – 2012

Responsibilities:

- Atlanta, Georgia Identify, solicit and manage annual funding totaling over [] from OMEDs 20+ Corporate Partners and Sponsors Advise students .
- Established partnerships for Zaragoza Logistics Centers Program by MIT.
- Engaged with industry leaders ensuring highest placement rate in global operations.
- Advised students for successful career development.
- Assisted Senior Vice President of Government Relations in creating and implementing federal government relations initiatives including fighting .
- Key team member on Sears American Dream Campaign, national program to help families buy and maintain homes.
- Program led to partnership with ABCs Extreme Makeover Home Edition.

SKILLS

Special Events Marketing, High Net Worth, Business Development, Sales Management, Sales, Lead Generation, Sales Operations, Sales Presentations, Sales Coaching, C-Level Sales.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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Education

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