ROBERT SMITH

Market Development Manager/Supervisor

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

SUMMARY

An experienced professional with demonstrated ability to maximize competitive advantages for clients. Managing people, projects, and processes in various environments.

CORE COMPETENCIES

Microsoft Office.

PROFESSIONAL EXPERIENCE

Market Development Manager/Supervisor
ABC Corporation - March 2000 – May 2001

Key Deliverables:

- Manage local On Premise accounts in Metropolitan Phoenix.
- Providing coverage on 300 local and national accounts which includes face to face collaboration methods uncovering and executing sales initiatives into customer gaps producing volume and growth.
- Developed cold calling prospecting and lead generating techniques to call on new accounts within my territory resulting in 83 new business accounts 2015.
- Coached coworkers and assisted management with the area sales team to help facilitate Economic Analysis Profiles for New Business acquisitions.
- Generated contract renewals on existing accounts to maintain company standard retention strategies, focusing on growth and brand awareness.
- Executed company directed Customer marketing agreements to maximize package pricing and profitability within local sales territory.
- Educated new employees on the various operating systems to complete given tasks within the framework of strategic selling goals.

Market Development Manager
ABC Corporation - 1997 – 2000

Key Deliverables:

- Co-developed unique flame retarded HDPE plastic pipe for the mining industry with the leading pipe producer.
- Results led to $500k in sales of Monsantos PhosChek P/40 flame retardant.
- Lead the business team that convinced GE to select Monsanto as their raw material strategic partner for maleic anhydride the key raw material for a novel new process for making butanediol, necessary to make GEs PBT plastic -- thus doubling sales of maleic anhydride.
- In 3-months created a unique worldwide sales organization for the Engineered Products Division that sold radioactive products to governments, hospitals, industries, universities, and research organizations.

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- Increased international sales by 140% in the first year with a 3-yr projected sales increase of 300%.
- Successfully negotiated $6.1 million in EPA government research contracts requiring advanced technology and multidisciplinary teams in excess of 30 people to solve environmental problems in industries such as oil shale, textile, cotton ginning, flat glass manufacturing, and ammonia production.
- Published over 80 technical and business articles, and conference presentations, including chapters in 5 books and invited feature article in Environmental Science and Technology..

EDUCATION

Diploma in Pastoral Studies - (Scottsdale Community College - Tulsa, OK)

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