ROBERT SMITH

Regional Marketing Director/Supervisor

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

SUMMARY

Self-starter with a comprehensive background of leadership experience and achievements in middle management.Ability to quickly grasp client needs, developing and implementing successful strategic plans to accomplish target goals.

CORE COMPETENCIES

Microsoft Office, Leadership Training, Sales Training, Recruiting, Operations Management, Meeting Facilitation.

PROFESSIONAL EXPERIENCE

Regional Marketing Director/Supervisor
ABC Corporation - April 2000 – April 2004

Key Deliverables:

- Worked closely with sales managers to plan and implement a strategy to achieve sales goals on a monthly basis.
- Recruited and hired district sales managers, store managers, and sales associates.
- Responsible for motivating, training and evaluating district mangers by conducting performance plans With assessments.
- Responsible for the operation of multiple locations with an emphasis on generating revenue.
- Developed and maintained a strategic sales plan which generated new business and expanded existing business.
- Provided reports relating to sales, district evaluations, and competitor tactics.
- Responsible of overall census growth with an emphasis on Medicare referral development.

Regional Marketing Director/Supervisor
ABC Corporation - 1996 – 2000

Key Deliverables:

- Responsible of overall census growth with an emphasis on Medicare referral development.
- Development of specialized programs and physician recruitment to assist hospitals with patient placements.
- Development of census and census driven revenue budgets as well as assist in financial management of operating budgets.
- Direct hiring, training, and supervision of Hospital/Nurse Liaisons in the field.
- Development, implementation and ongoing training of facility marketing and customer service programs.

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- Assist in the development of marketing materials and planning of marketing events..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

BS

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