

Robert Smith

VP Of Business Development/Analyst

PERSONAL STATEMENT

Senior executive in software and apparel industries. Strategic global leader, with 10 years of experience in building successful teams, organizing resources and directing global operations to achieve profit.

WORK EXPERIENCE

VP Of Business Development/Analyst

ABC Corporation - June 2006 - June 2008

Responsibilities:

- Led business development for the sales team, including networking worldwide.
- Conducted total solution sales of software and services to C-level executives.
- Refined sales strategy by analyzing market trends, conditions, and competition.
- Developed, planned, and executed a marketing initiative to penetrate the target demographic.
- Directed execution of the marketing plan, driving demand generation through direct mail, telemarketing, seminars, tradeshow, and advertising.
- Managed a direct sales force to drive additional application software license fees and implementation services.
- Created and implemented innovations to new and existing sales and marketing strategies that still serve as "blueprints" for continual improvements.

VP Of Business Development

ABC Corporation - 2003 - 2006

Responsibilities:

- ElInstruction is a leading, global education company offering innovative classroom instruction systems that facilitate significantly higher levels of collaboration, engagement, and student achievement across all stages of the learning process.
- Managed all business development activities.
- As a member of the Sales team I worked with education market leaders, developed profitable business initiatives, and built numerous strategic partnerships with Education publishing and technology companies who provide instructional/ assessment classroom systems and K12 assessment content.
- Provided leadership for publisher-related business with 70+ relationships along with elInstructions proprietary content products.
- Participated in the design/development of online content authoring, assessment and classroom-level reporting software.
- Made sales calls and mentored regional sales executives..
- This is Dummy Description data, Replace with job description relevant to your current role.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Microsoft Office,
Management, Sales
Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

Global Executive MBA in Global Managent - 2012(Duke University,
Fuqua School Of Business)