

# ROBERT SMITH

## Client Relations Manager

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### SUMMARY

Seasoned professional with multi-faceted experience in Client Relations, Employee Relations and Account Management within a variety of industries including Telecommunications, Media, Financial and Light Industrial.

### CORE COMPETENCIES

Extensive knowledge of Microsoft Office programs, Experience.

### PROFESSIONAL EXPERIENCE

#### Client Relations Manager ABC Corporation - 2009 – 2014

##### Key Deliverables:

- Responsible for maintaining strong business relationships with established accounts and ensuring client deliverables were obtained and implemented according to contract.
- Primary liaison between clients, vendors and offsite affiliates.
- Responded to diverse client inquiries/complaints and provided appropriate conflict resolutions.
- Managed projects related to business development, customized applications, affiliate tracking and sales/commissions/bonuses.
- Developed individual and group training sessions on customer relationship building and organizational development.
- Responsible for ensuring strategic goals and objectives were met.
- Authored and delivered effective presentations in person and remotely.

#### Client Relations Manager ABC Corporation - 2006 – 2009

##### Key Deliverables:

- Client Relations Manager - Increased sales at Leawood location by 198% in first year, making the volume of Leawood the number 1 store in the national chain.
- Increased revenue at Leawood location by 221% in first year, making the revenue of Leawood the number 1 store in the national chain.
- Recruited four of the chains top 5 network physicians.
- Successfully managed the team of drivers, as well as coordinating their routes.
- Market Development Co-ordinator - Developed the Marketing training prospectus for future Assured Pharmacy locations - Essential team member for implementation of new store locations.
- Negotiated agreements with vendors -Wrote business agreements and contracts for vendors - Recruiting of team members and management -Networked with 3rd party affiliates to identify targets and prospecting key physicians for Assureds network of participating physicians.

# Resume Client Relations Manager

**Michael Brown**



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