

Board Member

Janice Smethers

City, State
000-000-0000
email@email.com

Core Competencies

- Solution Selling
- Communication
- Team Leadership
- Strategic Planning
- Product Education
- Research & Analysis
- Resource Allocation
- Project Management
- Relationship Building
- Process Improvements
- Territory Management
- Operational Excellence
- Revenue Enhancement
- Competitive Intelligence
- Customer & Staff Relations

Community Involvement

- **Elected Associate Board Member** – National Indian Gaming Association
- **Organizations** – Professional Women's Association and International Women's Association
- **Volunteer** – Make a Wish Foundation, Ronald McDonald House, Las Vegas Rescue Mission
- **Sponsorships** – World Vision and Hand of Hope

Activities

- **St. James Pilgrimage** – Camino de Santiago; 500-mile walk.
- **Belize Mission** – Volunteered to help build houses and make improvements to local schools.

Technological Proficiencies

- Microsoft Office Suite
- SalesForce.com
- HubSpot

Summary

Accomplished business development leader offering over 16 years of experience driving revenue through building and maintaining client relationships. Creative and dynamic marketer with proven expertise in consistently penetrating new markets to ensure sustainable revenue growth. Leverages exemplary communication and in-person meetings to establish a presence and build a positive brand while fostering continuous client engagement. Adept at working effectively to achieve goals both as a cross-functional team member and individual contributor.

Professional Experience

Vice President of Business Development

2012 - 2014

Google

Served as a key member of the executive team charged with formulating strategic direction and devising business development initiatives consistent with the overall strategy. Traveled nationally to identify new business opportunities and effectively managed a territory spanning across the United States and Canada. Researched and adapted to regulations including State and Tribal entities. Planned and executed marketing strategies and events including trade shows and conferences with over thousands of participants.

- Strategically managed revenue generation endeavors, including the development of forecasts, divisional pipeline strategies, and quarterly shareholder reports.
- Built and managed a business development team to enhance and refine customer relationships and satisfaction.
- Collaborated with advertising company to rebrand website, marketing materials and sales strategy resulting in increased brand awareness and sales.

Business Development Representative

2007 - 2011

Medtronic

Generated new sales opportunities by developing relationships with new and existing clients through individualized account management. Managed a region comprised of 53 tribal nations, four state gaming agencies and four gaming organizations throughout a 7-state territory. Forecasted and reviewed existing client contracts and created comprehensive reports for each target region on a quarterly and annual basis.

- Monitored monthly, quarterly and annual travel expenditures in an effort to control company costs.
- Conducted research that placed emphasis on rules and current regulations of State and Tribal entities.
- Represented the company at regional conferences and trade shows.

Business Development Support Representative

1998 - 2007

US Oil

Regularly researched and created new sales opportunities in order to maintain a solid client pipeline and database. Coordinated cross-functionally to facilitate client relationships and complete special projects. Elected to the National Indian Gaming Association (NIGA) as an Associate Board Member. Developed tribal relationships, researched and built client contacts by attending conferences and trade shows within tribal territories.

- Propelled revenue by evaluating market and identifying new prospects.
- Leveraged finely honed communication and negotiations skills to foster new relationships.
- Tasked with generating new product sales with existing client base.

Earlier Experience

1990 - 1998

School Board Member Resume

Siddappa N.Byrareddy



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The Top Books of the Year School Board Member Resume The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous compelling novels enthralling the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the fascinating narratives that have charmed audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This heartfelt tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. School Board Member Resume : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a exceptional and thrilling novel that will keep you wondering until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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