

Robert Clark Williams, Jr.

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GOAL: TO LEAD AN ORGANIZATION FOCUSED ON IMPROVING AND MAKING LIVES BETTER

Value Offered

- 15 plus years of proven successful experience in the development of emerging domestic and international markets and revenue channels
- Founder, CEO Entrepreneur and Executive level business development relationship manager with engagement relationship skills
- Proven track record of driving growth and global expansion in launching new products to US Emerging Markets.
- Experienced loan originator and working capital loan officer experienced in identifying new capital and financial markets for challenging business and financing/ loan request.
- Capacity to launch new business enterprise in USA.
- Demonstrated personal Entrepreneurial Success.
- Proven and demonstrated success in B2B procurement and sales in quasi-public and private market,
- C-Level Network of Banking Corporate, Political, Government, Medical and Educational Relationships
- Strong command of international and domestic business protocols and experience conducting business and building relationships.
- Relationship builder, trusted agent of change

Professional and Entrepreneurial Highlights

- Landed Consilium Holdings and Subsidiary TotalMobile USA first United States of America foreign government contracts for 100 Enterprise Software license (ranging from \$100m to \$300m), leveraging expert abilities in relationship-building and government and international skills to conduct adept negotiations to bring sale to a close.
- First USA hire in the United States Opened new distributor Minority and DBE channel in New England market, which directly resulted in key account wins.
- Closed first contracts in company history, including pilot with Massachusetts Bay Transportation Authority, City of Lawrence, and Massachusetts Convention Center Authority
- Helped establish new US office headquarters for Northern Ireland based company.
- Founder of the Best Male Platform www.thebestmale.com
- High Performance Merchant Services Award winner @ Bank of America
- Penetrated new markets, landing first-time wins in New England market.
- Formed inaugural intercultural student organization at Merrimack College

Key Skills

- Supplier Diversity, Equity, Inclusion
- Business & Supplier Diversity Channel Development and Bid team development and management.
- Sales Team Support and Management
- Law Degree
- Mobile Enterprise Software Sales
- Experienced in developing and Establishing USA Corporate Presence
- Go to Market Channel Market Strategy Developer
- Corporate and Government Advocacy and Relationship Development
- Diverse and Small Business Engagement
- Emerging Markets
- Strategic Partnership in Building relationships
- Key Account Management
- Experienced with Media and Public Relationship Brand Delivery and Management
- Minority Business Development
- Goods and Services Construction DBE, MBE Compliance, and certification experience
- Project Manager
- Executive Recruitment and Talent Acquisition Professional
- Banking and Working Capital Loan Originator
- SBA E-200 MBA Graduate

Career Progression

Commonwealth of Massachusetts- CURRENT POSITION

Director of Diverse and Small Business Engagement MA Commonwealth Supplier Diversity Office (SDO)

- Responsible for the outreach and engagement of certified business owners and partner relationships into the Commonwealth of Massachusetts statewide procurement and executive agency supply chain. Directs the Commonwealth's state-wide agency efforts to engage and provide procurement and technical assistance resources across the Commonwealth to Diverse and Small Business owners located primarily in Gateway Cities and Minority & Disadvantaged Certified Business Enterprises (MBE/DBE) communities across the Commonwealth of Massachusetts.

Massachusetts Growth Capital Corporation (MGCC)

Community Loan Officer

- Represents agency efforts to provide working capital, lending, and financial technical assistance across the Commonwealth; with a particular focus on Gateway Cities and Certified Minority & Disadvantaged Business Enterprises (MBE/DBE) in the Commonwealth of Massachusetts

Santander Bank, N.A.

Business Banking Development Officer and Relationship Manager

- Business Banking Professional, Business Development Officer, Relationship Manager, responsible for driving new business banking relationships and banking cross sales opportunities.

TotalMobile and National and National Federal Mobility, LLC; Boston, MA

VP, Business Development and Sales

- Mobile software and business application development company headquartered in Belfast, NI Domestic and International clients.

Consultant Positions:

- ✓ **Greater New England Minority Supplier Development Council**
- Corporate and MBE Membership Services (Consultant)
- ✓ **New Vision Financial**
- Consultant
- ✓ **Finance Boston**
- Loan Originator Consultant

Bank of America — Boston, MA

- ✓ **VP, Relationship Manager,**
- ✓ **VP, Merchant Services,**
- ✓ **Recruitment Manager,**

+++ University and Non-Profit Professional Work Experience

- **Harvard University,** Administrative Fellow Program (AFP)
- **Mass Department of Children and Family Services (DCFS)**
- **Merrimack College,** Resident Director/ Admissions Director
- **Boys and Girls Club of America,** Unit Director
- **Boy Scouts of America,** District Executive

Education

- Massachusetts School of Law — Andover, MA, JD
- Merrimack College--- North Andover, MA, BA,
- Harvard University---- Admin Fellow
- Small Business Administration E-200 -Executive
- Georgetown University-----Washington, DC, ICPEs

