

Robert M. Dettore

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TEMPLE UNIVERSITY, Fox School of Business, Philadelphia, PA
Master of Business Administration, Anticipated May 2015

THE GEORGE WASHINGTON UNIVERSITY, Washington, DC
Bachelor of Arts, Applied Science and Technology, Awarded 2010
- *Recipient, Presidential Academic Scholarship, 2006-2010*
- *Dean's List of Commendation, cumulative*

EXPERIENCE

NAVANTI GROUP, LLC, Arlington, VA

April 2012 – July 2013

Business Development Associate

- Provided technical support to defense subcontractor that generates intelligence for Special Operations Forces and Special Operations Command.
- Developed business development proposals, statements of qualifications, presentations and marketing materials for federal contracts, with extensive website design, content, and social media outreach.
- Recruited subject matter experts, advanced linguists and data management professionals to staff special operations functions, tactical work in East and West Africa, Balkans, and strategic diplomatic locations.
- Worked with universities and graduate schools to fill positions using Symplicity, Also utilized ClearanceJobs, BGov and Fed BizOps for market research and RFP documentation.

ALAKAI LLC – A NAVANTI GROUP COMPANY, Arlington, VA

August 2012 – January 2013

Sales and Recruiting, IT Staffing

- Managed recruiting for specialty IT staffing and consulting firm that recruited database architects, software programmers, user interface designers, graphic designers, and other highly specialized technical personnel.
- Worked closely with Director of Business Development on website content and enhanced capabilities with extensive copy editing of marketing collateral materials.
- Updated directors on candidate metrics including face-to-face interviews, offers, direct placement, start-dates and other hiring metrics.
- Increased active client base by three accounts and generated revenue in excess of \$50,000 over five months through new contracts and direct placements with government and private sector firms.

VERIZON BUSINESS, Ashburn, VA

November 2010 – April 2012

Inside Commercial Sales Representative

- Provided telephones, phone systems and internet pipelines for start-up and small/medium businesses with dedicated line bandwidths ranging from 1.5 MB to 50 MB.
- Worked closely with clients to integrate vast product portfolio Verizon services and designed complex network solutions for corporate IT environments.
- Recognized for consistently exceeding monthly recurring sales performance metrics as well as non-recurring equipment sales

APPLE RETAIL, Clarendon, VA

February 2010 – November 2010

Specialist

- Created customized hardware, software and support solutions for consumer and business clients
- Demonstrated extensive knowledge of Apple's vast product and service portfolio
- Consistently exceeded sales and service performance metrics