

ROBERT SMITH

Associate Area Vice President

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Experienced Chief Operating Officer who understands how to motivate, plan, track and achieve operational goals. Possesses seasoned abilities with identifiable and tested operational methods while facilitating an environment that fosters shared growth, opportunity and success.

CORE COMPETENCIES

Leading Managers, Talent Development, Medical Device.

PROFESSIONAL EXPERIENCE

Associate Area Vice President ABC Corporation - 2013 – 2015

Key Deliverables:

- Recognized leader in bone stimulation devices and among the leading distributors of osteoarthritis injection treatments.
- Responsible for the areas sales revenue and growth, market development, and coordinated the efforts of 7 sales directors and 72 sales representatives across 15 states.
- Established sales targets for both EXOGEN and SUPARTZ.
- Responsible for achieving the companys revenue goals, marketing objectives, and financial objectives.
- Led team through significant organizational change as we redefined sales roles, compensation structure, and targets.
- Provided coaching and development to direct reports focused on leadership, team management, and the development of a performance culture.
- Developed and directed the areas sales management team; provided overall direction for staffing and development of key resources to ensure effective allocation of human resources; evaluated sales directors performance against sales objectives.

Area Vice President Delta Corporation - 2007 – 2011

Key Deliverables:

- Develop and Execute District Sales and Operations Plans for Metro Atlanta Market, Track Results to Goals, and make real-time adjustments to ensure .
- Successfully realized positive GM and Fee growth YOY, 25% and 38% respectively, Some of the top marks in the country Create, Roll out and Manage .
- Responsible for Internal Hiring, Training, Development and Retention in Metro Atlanta District.

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- retention rate across District Full Responsibility for 15MM P&L, Managed all District Expenses and Revenue Weekly Routinely exceed COP of 55% or .
- Directed home health and hospice business development team in 19 offices, managing 28 direct reports including an area manager - Project manager for .
- Managed and directed Western United States with approximately 120 reports including Zimmer and Linvatec managers, distributors, direct and indirect .
- Regional revenue of approximately \$120 million Managed human resource issues including hiring, development and promotion Managed National Accounts in .

EDUCATION

Bachelor of Science in Communication - (Western Michigan University - Kalamazoo, MI)

