

Area Vice President

ROBERT SMITH

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Objective

Obtain a challenging leadership position where skills of customer service, management, and strategic planning lead to optimum utilization of its resources and profits. Possess outstanding qualifications in personnel management, team building that allow an increase in productivity and profitability.

Skills

Microsoft Office, SAS, Leadership Development, Health Services Research, Project Management, Public Speaking, Large Database Analysis.

Work Experience

Area Vice President

ABC Corporation - July 2001 - May 2005

- Recruited sales reps, built loyal teams, and set up APCs first sales division located in Lexington, KY.
- Involved in all aspects of start-up operations, including writing sales policies, training, hiring of all admin staff and sales staff, overseeing the build out of the sales office complex, implementing compensation plans, establishing business plan goals, and meeting and surpassing all sales net objectives.
- Established synergies with all other departments including Marketing, Production, and Distribution.
- Implemented a concise sales plan for increasing revenue by 5% year over year.
- Established a Sales Manager mentoring plan of action for tracking and managing individual sales canvasses in incremental target percentages, to ensure successful outcomes.
- Met with sales management on a weekly basis, and ensured that procedures for coaching and implementing performance improvement plans were being handled consistently.
- Responsible for bottom-line P & L of over \$45 million in annual revenue.

Area Vice President

Delta Corporation - 1998 - 2001

- Expanded territorial sales by 400%.
- Received company's highest sales award four years in a row.
- Developed Excellence in Sales training course.
- Elected officer to WSPTA Board of Directors representing two regions (Eastside of Seattle and greater Puyallup/Bethel).
- Oversee officer support of 200 PTAs in 13 school districts, representing 40% of the WSPTA membership on the state board of directors (approximately).
- Member of 2016-2018 WSPTA Nominating Committee, Strategic Planning Committee, Leadership Committee and Outstanding Advocate Award Committee.
- Sought after public speaker - presenting to 1000s annually.

Education

Bachelor of Arts in Counseling and Administration - (Clarksville Baptist College - Clarksville, TN)