## **Consulting Manager II**

# ROBERT SMITH

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#### **Objective**

Consulting Manager manages and inspires personnel in an operation where the exportation of all products to shipment deadlines requires high resolve and tenacity. Ensuring that quality at the required volumes in an ever increasing competitive market is a further prerequisite that has to be adhered to.

#### Skills

Management, Organising.

#### Work Experience

#### **Consulting Manager II**

ABC Corporation - June 2002 - September 2009

- Consisted of design and detail draughtsman, design engineers, project administration staff and site engineering personnel.
- Managed and owned nonferrous metal workshop supplying equipment to the crushing and screening industry and magnetic separation equipment for the heavy mineral sands industry.
- · Included Management of office and all personnel.
- · Designed information and review of drawings.
- Established operating and maintenance personnel for crushing plant.
- Liaised with client with regard to production and shipment targets.
- Researched and developed of new projects nationally and internationally.

### **Consulting Manager**

**Delta Corporation** - 1997 - 2002

- Promoted within to Consulting Manager and supervised a seven-person team responsible for consulting studies of important to the Governor, Secretary.
- Member of the management team responsible for formulating and supporting bureau policy and direction.
- Managed simultaneous projects with focus on complex inter-agency and enterprise initiatives.
- Projects covered organizational development, process improvement, strategic planning, and SAP implementation.
- Staff augmentation specialist employed in the following positions over the past seven years.
- Played key role in sales process by responding to RFPs, writing SOWs and participating in proposal presentations.
- · Forecasted consultant utilization and managed backlog, bill rates and costs of consulting staff.

#### Education

bachelor's in Management- (Sarel Cilliers High School - Glencoe, KwaZulu-Natal)