

# Robert Smith

## *Executive Vice President II*

### PERSONAL STATEMENT

Proven technology leader with 20+ years of hands on experience. Expert in building technology teams and innovative data driven platforms for direct digital marketing.

### WORK EXPERIENCE

#### ***Executive Vice President II*** **ABC Corporation - 2011 - 2012**

##### *Responsibilities:*

- Recruited to lead global sales for \$500M+ consumer rewards marketing firm utilizing branded, prepaid, stored value cards for specific buying behaviors.
- Increased visibility with 400+ accounts and managed 340% revenue growth.
- Improved sales performance.
- Company needed stronger sales management and systems.
- Recruited and trained new Business Development Manager.
- Created an opportunity funnel with customized Sugar CRM system.
- Increased sales opportunities 200% and close rates 50%.

#### ***Executive Vice President*** **Delta Corporation - 2002 - 2005**

##### *Responsibilities:*

- Supervisor Bobby Wallace (505) 881-3363 Supervised staff Supervised donor database Created and managed budgets Used blackbaud software Helped .
- Division Executive Branch Banking for Georgia North FL Division Led retail banking for six regional areas in Georgia and North Florida.
- The division contains 113 retail branch locations, 750 retail employees, loan portfolio of \$7 billion, deposits of \$5 billion Coach and develop ten.
- Strategized with team to increase sales and service results, executed on deliverables.
- Acted as a chief adviser to the CEO regarding company growth strategies to achieve sustainable scaling over the coming months and years.
- Spearheaded project to get KPIs/Dashboards displayed to drive revenue through behavioral change.
- Established and managed corporate budgets for each department.

### Education

BSEE in technical and sales/sales management - (Lehigh University)

### **CONTACT DETAILS**

1737 Marshville Road,  
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[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Transportation  
Operations, Leadership,  
Risk Management, Traffic  
& Pricing, Safety &  
Compliance, Human  
Resources, Information  
Technology.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company  
Name)  
Reference - 2 (Company  
Name)