

Robert Smith

Regional Vice President

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SUMMARY

Highly qualified Regional Vice President with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and would excel in the collaborative environment on which company prides itself.

SKILLS

Salesforce.Com, Microsoft Office, Pro Tools, Sales, Business Development, Marketing, Financial Services.

WORK EXPERIENCE

Regional Vice President

Alere Health - 2010 - 2020

- Selected Responsibilities Strategic leadership for multiple sales channels which have included home care, specialty infusion, cancer diagnostics, genetic testing, disease management solutions and third party sales partnerships.
- Selected, trained, coached and developed high performing sales team.
- Ensured legendary customer service.
- Crossed functional operational and P&L oversight with clinical team.
- Developed revenue through expanded contracts, market penetration and market driven new services.
- Selected Accomplishments Presidents Club and All Star award winner.
- Decreased Region Shrink by 2.8 Million Dollars within 14 Months through building a strong LP focused team.

Regional Vice President

Delta Corporation - 2004 - 2009

- Implemented sales strategies developed for the wholesale of variable annuities, fixed annuities, and mutual funds to wire houses and regional firms .
- Performed sales and technical presentations to clients on ING products.
- Conducted and oriented sales staff team on CE courses and client/prospect seminars.
- Led and initiated the establishment of a new territory in Georgia and Alabama that exceeded sales expectations and targets.
- Supervise daily operations of 11 restaurants and 300 employees.
- Recruit, hire and train store management Raise sales and maximize gross and net earnings Insure compliance with all governing agencies Conduct .
- Responsible for PnL profit, accounts payable and Repair and Maintenance contracting and payment.

EDUCATION

Masters of Science - (Kansas State University - Manhattan, KS)