

# ROBERT SMITH

## Vice President Of Operations & Chief Technical Officer

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Vice President Of Operations & Chief Technical Officer offering 25 years of achievements and leadership specific to the Home Medical Equipment Industry. Proven success in developing teams to meet and exceed reimbursement, sales, and organizational expectations. To become a part of a growing organization where my experience, skills, ambition, and personality can contribute to a successful and profitable team. To obtain a challenging position with an aggressive growth company that will allow me to apply my managerial and legal skills, with advancement opportunities.

### **JANUARY 2015 - PRESENT**

#### **VICE PRESIDENT OF OPERATIONS & CHIEF TECHNICAL OFFICER - ABC CORPORATION**

- Providing day-to-day leadership and management to all divisions within the company that models the adopted mission and core values as a company.
- Providing the leadership, management, and vision necessary to ensure that the company has the proper operational controls, administrative and reporting procedures, and people systems in place to effectively grow the organization and to ensure financial strength and operating efficiency.
- Responsible for leadership of the company to achieve and surpass sales, profitability, cash flow, and business goals and objectives.
- Working with ownership closely acting at times as the public face of the company.
- Responsible for the measurement and effectiveness of all processes internal and external.
- Providing timely, accurate and complete reports on the operating condition of the company.
- Spearheading the development, communication, and implementation of effective growth strategies and processes.

### **JANUARY 1994 - JANUARY 2015**

#### **VICE PRESIDENT OF OPERATIONS - ABC CORPORATION**

- Trained and managed over 1800 employees, including managers, employees, and supervisors and achieved significant improvements in their productivity.
- Conducted centralized orientation for managers and crew (e.g., covering information in the company handbook, laws, procedures, and etc. ).
- Supervised managers and employees, scheduled work hours, resolved conflicts, and determined salaries.
- Conducted training that motivated, built competencies, and improved individuals performance and contribution to restaurants results.

- Demonstrated and reinforced the leadership behaviors that support the companys vision.
- Provided strategic interventions that helped our market accomplish its objectives.
- Obtained necessary state authorizations to do business at state and local levels.

## **EDUCATION**

MBA in Business - 1992 (Charleston Southern University - Charleston, SC)  
Bachelors Of Science in Criminal Justice - (Hampton University - Hampton, VA)

## **SKILLS**

Microsoft Office, Operations Management, Leadership Development, Strategic Planning, Strategy Development, Workflow Optimization, Budgeting, And Cost Controls