

President and CEO III

ROBERT SMITH

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Objective

Effective and Results-Driven Consistent record of delivering exceptional results in design and manufacturing cost savings. Experience in program management, departmental supervision, sales, automotive engineering design, and development practices.

Skills

Computer Skills, Typing 50 Wpm, Communication Skills, Team Building, Team Leadership.

Work Experience

President and CEO III

ABC Corporation - May 1987 - February 2012

- Founded independent consulting firm specializing in engineering and service part transmission actuator for an automotive customer.
- Created drawings, worked with the supplier to develop tooling and process plan, and began production which is currently ongoing.
- Designed and delivered Value Engineering training for all Ford Motor Purchasing and Finance personnel worldwide, and all suppliers worldwide.
- Developed business plan, obtained loans to start up the business, found manufacturing facility, presented customer plans at zoning boards.
- Skills used placed monitors on each floor to allow patrons to see what was going on in the other areas of the facility.
- Worked closely with the board of directors while executing plans to sell the business.
- Managed race, trained volunteers and turned the event over to a group of key community volunteers.

President And CEO III

ABC Corporation - 1983 - 1987

- Soonr is a leading provider of cloud-based secure content sharing and collaboration services to more than 150,000 businesses in over 135 countries.
- Soonr was acquired by Autotask Corp.
- (a Vista Equity Partners portfolio company) in July 2015.
- Appointed CEO by the BoD to accelerate shifting the business from legacy white-label partners to high-growth MSPs and new OEMs to better position the company for an exit.
- Replaced the marketing and finance organizations; reorganized and made critical additions to sales and customer success functions; and invested in new verticals, geographic expansion, service reliability, and technology road-map.
- Soonr-branded bookings and revenues grew 123% and 99% respectively during tenure, while Soonr-branded average recurring revenue for new deals improved by 3x and gross margins remained at 80%.
- During a difficult M&A environment, managed the process from beginning to end; worked closely with the BoD, bankers, legal teams, and audit firms to maximize transaction value; resolved all commercial and legal issues; prepared management and due diligence.

Education

BS