

ROBERT SMITH

Regional Vice President III

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Primarily my focus has been training Mortgage Sales and some operational departments on new software systems. Training selling skills, coaching to sales to increase volume and quality loans. Worked on a CRM system at Wells Fargo as well as Sales Force at Atlantic Bay.

EXPERIENCE

Regional Vice President III

ABC Corporation - JUNE 1998 - JUNE 2000

- Earned series of promotions, starting company as an Assistant manager then moving thru the ranks to Regional Vice President in 1984.
- Responsible for 30 branch offices throughout the Southeast division as a Regional Manager.
- Duties included recruiting, training, file quality and meeting production goals as well as managing to all P and Ls.
- Handled all new branch openings, rent negotiations, on site branch audits, budgets, obtaining HUD approvals and setting production goals.
- Conducted underwriting in various states as a back up to the Branch Managers.
- Traveled extensively to stay in touch with managers.
- Contracted officer for three demolition projects consisting of 106 buildings on over 70 acres of land at three project sites.

Regional Vice President

Delta Corporation - 1995 - 1998

- Grew a book of business of 10+ clients in Scottsdale and managed all aspects of the clients wealth particularly building and managing clients .
- Global Atlantic is a private insurance company partially owned by Goldman Sachs.
- Sold complex insurance products to Financial Advisors in all channels.
- Also assisted with point of sale client presentations and presented client seminars.
- Sold a variety of complex insurance products to Financial Advisors and clients.
- Also presented many client seminars.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- Communication - (Thomas Nelson Community College Hampton - Hampton, VA)

SKILLS

Excel, Word, Power Point, Camtasia, Sharepoint, Salesforce, Byte, Centra,.