

ROBERT SMITH

Senior Business Consultant

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SUMMARY

To secure a career with an organization that shares drive for success and professional growth. Become the leading consultant for data/IT services in field.

CORE COMPETENCIES

Sales force, Microsoft Office Suite.

PROFESSIONAL EXPERIENCE

Senior Business Consultant

ABC Corporation - 2014 – 2015

Key Deliverables:

- Analyzed profit-loss statements and developed current customer analysis to improve the profit margin.
- Performed statistical analysis of service teams to improve the quality of products and services.
- Implemented processes to reduce costs by in-depth infrastructural analysis.
- Managed statistical analysis of enterprise print fleets to determine true operating costs.
- Developed strategies to improve print efficiency and procurement.
- Increased sales and client penetration in the North/Northeast Ohio region.
- Negotiated over three million in contractual business. Led development of Proof of Concept

Senior Business Consultant

ABC Corporation - 2009 – 2014

Key Deliverables:

- Clients Dr Pepper Seven Up (DPSU), Tricon (KFC, PIZZA HUT, TACO BELL) Project Consultant for EIS & DSS Systems Essbase was used as an analytical database tool for a distributor & product profitability project in which Excel was used as a front-end to Essbase This system was designed to replace the existing Access system, which requires continuous maintenance & was very slow in process.
- Using Essbase dynamic calculation feature database size was dramatically reduced.
- A unique process has been written in VBA to accomplish mass reporting requirement & the entire report generation process was controlled by automated routines that can be triggered through user desktop to run the process on the server.
- A Planning and Forecasting system was designed to help user in their planning & forecasting process.
- Essbase has been used as a database and Excel is used as a front-end tool.
- Using Essbase multidimensional capability security was controlled through Excel VBA routines.
- A sophisticated log system was developed to check on the activity on forecasting system..

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EDUCATION

- Bachelor of Science in Actuarial Science - 2003(The Ohio State University - Columbus, OH)