

ROBERT SMITH

Vice President II

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Accomplished Vice President And Co-Founder with demonstrated ability to deliver mission-critical results. Effective in identifying markets; leading and directing entities and projects from inception through launch and implementation. Offers a successful 20-year career in business operation and management. Excellent oral and written communication skills, commitment to excellence and customer satisfaction, outstanding organizational skills, strong work ethic, a strong sense of responsibility, able to execute a multitude of tasks with a high degree of honesty and integrity.

CORE COMPETENCIES

Public Relations & Community Outreach, Business Development, Restructure & Profit Generation, Forecasting, Change Budgeting, Purchasing & Procurement Strategic Planning

PROFESSIONAL EXPERIENCE

Vice President II

ABC Corporation - February 2007 – Present

Key Deliverables:

- Responsible for successful development, launch, and management of multiple SBUs, each of which was responsible for its own profitability.
- Performed feasibility studies, developed and executed innovative business plans and sales strategies for strategic business units.
- Maintained up-to-date knowledge of industries, target accounts, and competitive landscape.
- Developed growth plans by identifying key targets and established strategic partnerships that resulted in new sales.
- Created and integrated market plans to position the company brands in the target marketplace.
- Focused on resource optimization and marketing strategies to achieve the plan.
- Lead process improvement activities that delivered efficiency and consistency in the approach to prospecting, development of brand awareness, relationship building, identification of opportunities and closing.

Senior Vice President

ABC Corporation - October 1996 – August 2006

Key Deliverables:

- Reviewed financial statements, sales, and activity reports and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Managed simultaneous development projects while ensuring quality delivery.

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- Provided inspirational leadership through a technically sound understanding of our products/services and how they support our clients
- Positioned the organization to be recognized as one of the foremost leaders in top-rate client experience
- Identified, tracked and developed talent, positioning staff members for career growth/challenge
- This is Dummy Description data, Replace with job description relevant to your current role.
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EDUCATION

Bachelor Of Arts in East Asian Studies - 1994 (Princeton University - Princeton, NJ) Bachelor Of Business Administration in Finance - 1999 (University Of Miami) Bachelor Of Engineering in Engineering Science- Material Science And Engineering - September 2009 (Stony Brook University - Stony Brook, NY)

