

# ROBERT SMITH

## Business Partner/Consultant

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Results-oriented Business Partner/Consultant with proven success in managing large volume corporate accounts for some of the most widely known brands in the U.S. and abroad. Able to build instant rapport and leverage partnerships for long-term client retention. An effective problem solver who utilizes innovative methods for finding win-win solutions for all stakeholders involved.

**2008 - 2019**

### **BUSINESS PARTNER/CONSULTANT - MAERSK LINE**

- Serve as the main point of contact in the movement of import cargo for 14+ premium clients.
- Ensure timely shipment and resolve any delivery issues expeditiously, preventing future delays.
- Accounts include large big-box retailers, telecommunications and electronics companies.
- Effectively handle inquiries for both internal and external customers.
- Interact with various departments for an efficient flow of communication.
- Assist the finance team with any invoice issues as well.
- Train and mentor employees from other departments.

**2003 - 2008**

### **BUSINESS PARTNER - ABC CORPORATION**

- Small business records, customer service, invoicing and management.
- Filing of licenses and permits county, state and federal level.
- Peachtree accounting, MS Office Suites, Excel reports, Adobe CS5 software.
- Rent recording arts related equipment to recording studios.
- Service returned the gear.
- This is Dummy Description data, Replace with job description relevant to your current role.
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## **EDUCATION**

Master of Business Administration in Finance - 2002 (Strayer University - Chesapeake, VA)

## **SKILLS**

Microsoft Office, Communications, Coaching And Development, Problem Solving, Salesforce, Account Management, Financial Management.