

ROBERT SMITH

Senior Vice President, Acquisitions And Finance

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SUMMARY

Senior Vice President with extensive experience in end to end project management across project life-cycle stages including shape, initiation, planning, mobilization, delivery, and handover. Deep understanding of the planning process to tailor the processes according to the needs of the project while delineating the approach for managing scope, cost, schedule, and quality in the project management plans.

CORE COMPETENCIES

Business Development, Corporate Strategy, Go to Market, Corporate Planning, Sales and Marketing, Market Research, International Business

PROFESSIONAL EXPERIENCE

Senior Vice President, Acquisitions And Finance

ABC Corporation - September 2004 – February 2013

Key Deliverables:

- Helped clients raise money in capital markets by issuing debt or selling equity in the companies, and advised them on unique investment opportunities such as derivatives.
- Possessed a strong Rolodex of senior-level contacts in major corporations in technology, energy & infrastructure sectors nationwide.
- Provided financial services from the start-up until the IPO including buy and sell-side M&A, restructuring, capital structure advisory, refinancing, private and government advisory, public-private partnerships (PPP), public-private agreements (PPA), future contract leverage financing, bank debt structuring, syndication, lease and aviation financing, heavy equipment financing, monetization, taxable and tax-exempt bond underwriting to a broad client base across the technology, energy & infrastructure sectors.
- Analyzed industry prospects by gathering information about growth, competitors, and market share possibilities.
- Was responsible for sourcing, pitching and executing technology, energy & infrastructure investment banking mergers and acquisitions (M&A).
- Demonstrated ability to source M&A transactions from a proprietary network, as well as through referral sources and contacts within the technology, energy & infrastructure industry.
- Worked closely with origination and execution deal teams through all stages of the M&A transaction process.

Senior Vice President

ABC Corporation - 2001 – 2004

Key Deliverables:

- Responsible for all litigation impacting the company.

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- Promoted to lead human resources function for 2,500 employees.
- Supervised a department comprised of 20 professionals.
- Managed all facets of employee and labor relations, collections, bankruptcy, and all litigation.
- Orchestrated the merger with a newly purchased, 700-employee company.
- Led a ten-person team in aggressively targeting accounts receivable and managing all external litigation, to include bankruptcy matters, impacting the organization.
- Consistently maintained receivables at less than 1.5% of total revenues.

EDUCATION

- Master in Economics - 2000 (Strasbourg University)