

Robert Smith

Regional Vice President/Trainer

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

Budget Preparation and
Reporting - Regulatory
Compliance.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

PERSONAL STATEMENT

Accomplished Senior Multi Unit Manager/Human Resource Manager with proven record of success in multi-unit (Regional & District) level management of large volume retail establishments and human resources including 17 years of broad, in-depth experience in management, human resources, restructuring, team building, training, and employee development.

WORK EXPERIENCE

Regional Vice President/Trainer

ABC Corporation - November 2009 - December 2013

Responsibilities:

- Supported and advised the management on customer services, loss prevention, merchandising, functions and communications.
- Managed all Human Resources practices and performance management of team to drive results in sales, shrink, and store standards/store presentation.
- Managed district leaders and operations of 196 discount box retail stores including Extreme/High Shrink Market.
- Lead and support a district culture focused on sales, customer satisfaction, retention and growth.
- Developed an annual business plan for each district with individual goals for each store focused on building revenue and controlling expenses to ensure controllable profit.
- Attracted, recruited and hired a team of district managers who are superior to those of our competitors.
- Ensured effective training and development of the store management team and district teams.

Regional Vice President

Delta Corporation - 2004 - 2009

Responsibilities:

- Led national and regional sales organization of 120 people that drove over \$220,000,000 in revenue in 12 Midwest markets with focus on retail, home .
- Oversight of ten cable television systems in Western Washington with 600,000 subscribers and 500 employees.
- Managed 2 commercial property 3 properties supervised 10 employees Established the company operating policy & procedures Created new business .
- Atlanta, National crowd management firm responsible for service to The Georgia Dome, Jacobs Field, Cleveland, Mile High Stadium and Coors Field, .
- Highlights Developed training programs aimed at retention and professional development of crowd management team at the some of the countrys highest .
- Provided global sales and operational direction to include contract

negotiation, strategic business development, video systems integration, financial .

- Alabama, Mississippi, and West Tennessee Plan and develop marketing strategies for the wholesale of fixed, fixed index and income annuities to bank, .

Education

Ph.D. in Human Resources - May 2009(Phoenix University - Phoenix, AZ)