

# Robert Smith

## *Assistant Area Vice President I*

### PERSONAL STATEMENT

Experience includes general management, day-to-day operational responsibility, marketing, sales, procurement, and strategic acquisition. As CEO of private company with \$189M in sales, returned the company to profitability in first year following three years of significant losses; successfully positioned company for sale 3 1/2 years later with a 310% increase in stock value.

### WORK EXPERIENCE

#### ***Assistant Area Vice President I*** **ABC Corporation - 2013 - 2015**

##### *Responsibilities:*

- Revised orientation procedures and campaigned to support all future contingent staffing client requests.
- Developed strategies to improve center operations, reduced expenses, maximized profits utilizing out of the box marketing strategies and minimized losses.
- Identified potential operational and regulatory compliance problems and provided guidance to staff in restructuring the business to cap losses and provide quick turn-around strategies to increase profitability.
- Required active engagement and collaboration with operational.
- Supported Service leadership and staff. Will report directly to Revenue Cycle COO Front-End Services. Some travel required.
- Restructured entire area of responsibility attained 14% yoy growth first full year as avp attained 26% yoy growth tracking for 23% yoy growth.
- Responsible for 1000+ administrative and guard force staff.

#### ***Area Vice President*** **Delta Corporation - 2007 - 2011**

##### *Responsibilities:*

- Managed approximately 35 Linvatec and Weck managers, sales representatives and service associates in the Western United States.
- Regional revenue of \$30 million.
- Interfaced with business unit managers, marketing and development personnel.
- Responsible for hiring Rookie of the Year Award winner 1992, 1993, 1994, 1996.
- Providing IT Business Solutions to all OEM Dealerships Actively generated leads leading to many closings Closed approximately \$1M annual revenue .
- and Atlantic Canada Recognized in the top 25% sales volume of all Sales Managers.
- Responsible for signing new clients to handle their merchant services Prepare and present processing solution to business owners.

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
**www.qwikresume.com**

### **SKILLS**

Leading Managers,  
Talent Development,  
Medical Device,.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

## Education

Bachelor of Science in Communication - (Western Michigan University - Kalamazoo, MI)