

Robert Smith

Co-Founder & VP Of Operations

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SUMMARY

Highly dedicated and resourceful Co-Founder & VP Of Operations with a stellar record of community involvement and conflict resolution in and out of a business setting. Adept in utilizing social media and other avenues to identify new opportunities for fundraising and community outreach efforts. Able to teach and promote a wide variety of community programs and activities to audiences of all ages and ethnic backgrounds.

SKILLS

Exceptional Leadership, Organizational, Oral/Written Communication, Interpersonal, Analytical

WORK EXPERIENCE

Co-Founder & VP Of Operations

ABC Corporation - August 2001 - August 2005

- Full responsibility for strategic planning, P&L, transportation/distribution, customer service, business development, remote site operations, and office administration.
- Spearheaded successful acquisition of a new business, which led to substantial growth in the companys revenue, from \$5 million to \$8 million annually.
- Effectively led employee development initiatives and process improvement changes to position the organization as a highly productive, first-class operation.
- Instrumental in establishing and managing an efficient distribution site for market expansion and business growth.
- Worked with publishers to negotiate and secure contracts for cost-efficient transportation of products on a daily basis (60 trucks) throughout the Midwest.
- Built rapport and cultivated cooperative working relationships within and outside the organization.
- Hire, train, supervise, motivate, and develop direct and indirect reports; establish procedures for maintaining high standards of manufacturing operations, product quality, reliability, and safety.

VP Of Operations

Jeff Foster Trucking / Jon Foster - 1996 - 2001

- Provides day-to-day guidance and oversight of subordinates; actively works to promote and recognize performance.
- Ensure the safety, security, and accountancy of all company personnel, facilities, equipment and operations in line with all federal, state, county and local regulatory agencies and OSHA requirements.
- Manage and assist in the annual budget and forecasting process.
- Review monthly sales-to-target and goals with the management team to understand performance through reports.
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EDUCATION

B.A. in Corporate Communications and Business Management - 1995 (NORTH CENTRAL COLLEGE
- Naperville, IL)