

ROBERT SMITH

Senior Managing Director

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Success-driven and innovative Senior Managing Director with eight years of experience developing and executing IT strategies in alignment with corporate objectives and eight years of proven sales achievements. Successful track record in optimizing investments, ensuring quality delivery of large-scale initiatives and bridging the gap between technology and business objectives. Team-oriented strategist using technology solutions to achieve optimal results while being customer-centric and maximizing profit.

CORE COMPETENCIES

Business Management, Managing Director, Sales, and Marketing, Process And Production, MS CRM, Salesforce, MS Office

PROFESSIONAL EXPERIENCE

Senior Managing Director

ABC Corporation - August 2012 – Present

Key Deliverables:

- Founded best of breed consultancy to provide services around business analysis, systems architecture, enterprise project planning and implementation, training and project management.
- Working on enterprise-scale implementations of ERP and CRM systems as well as assisting corporations with envisioning and planning large software projects.
- Providing all levels of training, including the administrator, train the trainer and end-user.
- Led independent teams as well as working part of a combined (internal employee/consultant) functional teams.
- Worked with multiple Lines Of Business (LOB) managing implementation of various software, including Microsoft CRM for recruiting for student portal.
- Acted as Subject Matter Expert (SME) for business analysis for CRM recruiter project.
- Implemented Microsoft Dynamics CRM for the sales team.

Managing Director/Business Development

ABC Corporation - April 2011 – August 2012

Key Deliverables:

- Responsible for the Restaurants financial performance in accordance with all established guidelines and budgets (P&L accountability).
- Ensured General Managers focus on improved Sales and meet goals outlined in Quarterly/Annual Budgets.
- Responsible for maintaining the integrity and compliance of Accounting Policies.
- Responsible for overseeing and executing the hiring, training, managing, and developing of unit-level Managerial team members.

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- Responsible for overseeing the completion and approval of Performance Reviews of all salaried unit personnel.
- Responsible for adhering to all corporate guidelines.
- Responsible for ensuring customer satisfaction and product quality.

EDUCATION

- BS in Business Administration - 2000(Idaho State University - Pocatello, ID)Business Admin - January 1989(Ricks College (BYU Idaho) - Rexburg, ID)Leadership - (Oxford University Press In Oxford)