

# ROBERT SMITH

## Small Business Owner/Operator

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### SUMMARY

Dedicated Health and Physical Education teacher with eight years of experience in the middle school setting, seeking an opportunity to enrich the lives of all my students and become an active leader in the community.

### SKILLS

Curriculum Development, Curriculum Design, Grant Writing, Teaching, Management, Implementation, Excel, Budgeting, Customer Service, Event Planning, Inventory Management, Leadership Development, Marketing, Powerpoint, Relationship Management, Typing, Vital Signs, Word.

### WORK EXPERIENCE

#### Small Business Owner/Operator

ABC Corporation - 2009 – 2016

- Daily operations of small business Advertising and marketing.
- Instruct and train employees on proper pesticide application methods and laws, customer service and required applicator record keeping, safety procedures, and plant identification.
- Provide consultation to private land owners, conservation districts and government agencies.
- Make recommendations relating to control of noxious weeds, proper grazing practices and biological control.
- Administer public speaking events pertaining to proper land management, pesticide application and biological control of weeds.
- Maintain equipment including ATVs, trucks, and various spraying equipment.
- Instruct landowners and golf course personnel on proper calibration of equipment.

#### Small Business Owner

ABC Corporation - 2006 – 2009

- Company Duties President, B2B Sales Manager, Customer Service Manager, Purchasing, Accounting, Website Designer, IT manager, Marketing/Social Media Manager, etc.
- Company Goals Served the worldwide broadcast industry by providing access to high-value, high-ROI FM transmission equipment and studio electronics; provide focused attention to customer needs and excellent customer service.
- Successes Supplied equipment to broadcasters throughout the USA and abroad..
- Supplied equipment to exporter/resellers.
- Developed new and repeat business.
- Added new international vendors to our product line.
- Diversified into non-broadcast industry with educational equipment suppliers..

## SCHOLASTICS

- Bachelor of Science in Range Science - (South Dakota State University - Brookings, SD)