

# ROBERT SMITH

## Asst. Business Advisor

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### SUMMARY

Contribute to organizational success through effective leadership in the planning and execution of a sales and marketing strategy.

### CORE COMPETENCIES

Full Cycle Sales, Management, Human Resources.

### PROFESSIONAL EXPERIENCE

#### Asst. Business Advisor

**ABC Corporation - October 2012 – March 2014**

##### Key Deliverables:

- Strategically solved management and operations issues.
- Decreased sales and line items per sales ticket.
- Worked with sales personnel on related items sales and parts sourced from different vendors.
- Designed compensation plans for sales associates. Serviced time for customers with returns improved.
- Educated management and top sales associates on new product lines; drove an increase to line items per invoice.
- Increased gross profits above average; monthly sales rose.
- Developed inventory to ensure per month, eliminated all non-moving items for customer held inventory.

#### Business Advisor

**ABC Corporation - 2011 – 2012**

##### Key Deliverables:

- Manage territories in Columbus and surrounding counties to assist business owners in implementing the entire Human Resource model within small to midsized companies.
- Educate business owners on strategies for employee engagement through an array of human resource strategies including performance management, liability control, benefits management and human capital policies.
- Facilitated management level meetings to reinforce correct human resource methods within all client departments.
- Attended networking events to generate and build connections.
- Researched, cold called and networked to build client base.
- Educated business owners, prospects on the Professional Employer Organization model and how it protects their business..
- This is Dummy Description data, Replace with job description relevant to your current role.

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### EDUCATION

Masters of Business Administration in Resource Management - (Kaplan University)

