

# ROBERT SMITH

## Executive Vice President Of Operations

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Diligent, detail-oriented Manager, knowledgeable of all aspects within a fast-paced, manufacturing and healthcare environment with a solid background in Human Resources, Production Management & Purchasing. Retention strategies developed & maintained by assessing needs, creating solutions for personal, team, & clientele for \$3 million in sales growth with a 30% profit. Excellent problem solver, self-motivated with a solution-oriented mindset. Established sales/marketing initiatives with a professional demeanor, secure presentation skills with extensive customer service.

## EXPERIENCE

### Executive Vice President Of Operations

#### ABC Corporation - 2007 - PRESENT

- Responsible for all departments to include all interviewing, hiring, orientations and terminations.
- Handled all disciplinary action in accordance with an employee handbook.
- Worked directly with the owner to plan future improvements to all aspects of the company.
- Worked closely with the owner to grow the business by making sales visits to current and potential new customers.
- Worked directly with the customer and their team to develop new products and solve any issues they may have.
- Prospected new customers and developed strong customer relationships to grow our business provide technical support for the manufacturing process.
- Responsible for purchasing all raw materials, packaging materials and MRO for the plant.

### Regional Vice President Of Operations

#### ABC Corporation - 2006 - 2007

- Oversaw the general management of clinic-based operations and ensured adherence to established policies, quality standards, regulations, and improvements on key metrics.
- Developed the collaborative relationship with the Chief Medical Director and Regional Medical Directors to ensure alignment and outstanding execution of supportive clinical objectives.
- Benchmarked, developed and implemented best practices to promote efficiencies and quality enhancement in every aspect of the clinic's operations
- Responsible to hire, train and develop productive, motivated, and patient-focused team members (must enjoy nurturing and developing talent).
- Maintained and leveraged relationships with referral sources and key

institutional partners in the local communities to drive market growth and deliver on targets.

- Established and maintained effective relationships with all stakeholders including physicians, patients, referral sources, vendors, leadership, and all support teammates.
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

- Certification in AutoCad - 2005 (Northern Virginia Community College - Annandale, VA)Certificate in Supervision - (PURDUE UNIVERSITY NORTH CENTRAL)

## SKILLS

Management, Sales, Leadership, Environmental, Project Management, Large Scale Project Management, CRM Apps, Basic Spanish