

ROBERT SMITH

Business Advisor/Representative

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Senior executive with a proven track record of developing and executing innovative strategies to generate returns for investors.

2006 - 2012

BUSINESS ADVISOR/REPRESENTATIVE - ABC CORPORATION

- Provided strategic, business development and financial advice to public and private corporations.
- Provided consulting advice to Lyondell Chemical Company subsequent to its acquisition of Millennium Chemicals.
- Selected to serve as a Director for Patriot Coal Corporation (NYSE).
- Chaired the Compensation Committee and served on the Audit and Governance Committees.
- Participated in negotiations of the structure and terms of the sale agreement with the purchaser.
- Managed and participated in a capital raise for a private financial software company.
- Conducted market research and business plan editing for start-up companies.

2004 - 2006

BUSINESS ADVISOR - ABC CORPORATION

- Goldman Sachs 10,000 Small Business Program at Los Angeles City College, Business Advisor and Group Manager Masters in entrepreneurship style boot camp conducted in a modular style cohort over a four month period.
- Duties included observing, supporting, and enforcing program goals, policies, and deliverables during cohort.
- Manage program scholars (existing small business owners) by providing consulting and guidance to create a five-year growth plan for their business.
- The plan included a financial analysis, creating an operations dashboard, identifying and tracking key metrics and ratios, identifying growth opportunities.
- Over 95% graduation rate and over 70% of the small businesses seeing results within the first year.
- Also assisted with the program outreach and recruitment of potential scholars and with the curriculum delivery which placed a strong emphasis in techniques for facilitating peer-to-peer learning and interactive applicable entrepreneurship education..
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Bachelor of Science in Business Administration/Accounting - (Pennsylvania State University, State College)

SKILLS

Customer Service, Marketing.