

ROBERT SMITH

Franchise Owner/Consultant

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Experience in several aspects of business administration and enjoy working with and motivating teams to accomplish goals and success for both the company and individual employees. Highly self-motivated and ambitious.

EXPERIENCE

Franchise Owner/Consultant

ABC Corporation - APRIL 2001 - SEPTEMBER 2016

- Successfully owned and operated both single and multi-unit Dominos Pizza locations.
- Maintained high standards and adherence to company standards by providing leadership, training and direction to all employees.
- Recorded 15 years of consecutive positive same store sales increases.
- Established and oversaw all aspect of local store marketing campaigns.
- Increased market share by building a culture of excellent customer service in order to retain and acquire more customers.
- Increased revenue from \$572,000 to \$1.56 million at one location and double digit positive % sales at two other locations.
- Effectively drove increased profitability by analyzing profit and loss statements resulting in improvements in efficiency and minimization of waste.

Franchise Owner

ABC Corporation - 1999 - 2001

- CiCis Pizza is an American fast-casual buffet restaurant chain based in Coppell, Texas, with over 450 franchised and corporately owned restaurants in approximately 35 states.
- Franchise Owner Managed sales in excess of \$12M annually.
- Complete oversight of 11 CiCis Pizza units located in Virginia, Maryland, and Indiana.
- Direct supervision of construction, corporate compliance, vendor affiliations, daily operations and staffing.
- Shared responsibility for administrative functions including P&Ls, annual budgets, sales forecasts, and payroll.
- Developed and educated store managers and their teams in an ever changing work environment.
- Implemented and maintained numerous community-based programs and professional relationships..

EDUCATION

- High School Diploma - (Brother Rice College Preparatory School - Chicago, IL)

SKILLS

Microsoft Office, Quickbooks, Apple Computers and PC Computers, Management, Customer Service, Excel, Hiring, Human Resources, Kronos, Office Management, Powerpoint, Receptionist, Typing.