

ROBERT SMITH

Associate Area Business Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Over 16 years of experience in leading high volume teams in an effective and productive manner with recognized industry rewards within the telecommunication industry. Through experience within various Fortune 100 companies, including leadership positions within AT&T, Verizon Wireless and T-Mobile, Acquired a diverse skill set which has enabled me to sustain and deliver successful, impactful, and diverse campaigns in various regional competitive markets.

CORE COMPETENCIES

Microsoft Office, Time Management, IRep.

PROFESSIONAL EXPERIENCE

Associate Area Business Manager

WIDE OPEN WEST - 2014 – 2020

Key Deliverables:

- Directed business operations for \$165 million in annual revenue across five locations, including oversight of team performance, financial management, front counter and staff inventory to maximize profitability and efficiency.
- Developed and implemented integrated strategy for functional areas as well as provided variance and trend analysis of capital and operating expenses.
- Reviewed and improved financial statement quality through revenue and trend analysis to increase revenue.
- Created and analysed commercial development proposals, contracts and pay back analysis while also partnering with department managers on resource planning, budgeting and forecasting.
- Executed month-end data aggregation for financial preparation to Division Offices, including journal entries and account reconciliation using Great Plains.
- Managed system collection procedures and operational functions, including purchasing, front counter and accounts payable.
- Developed and presented annual operational financial planning, including capital budgets and cash flow projections.

Area Business Manager

Delta Corporation - 2003 – 2008

Key Deliverables:

- Managed three residential real estate offices employing 14 Sales Professionals with a budget in excess of \$1.5 M.
- Increased value of contracts over 700% by creating and implementing a business plan, which opened two new satellite offices, and introducing agent to .

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- Reduced operating expenses by over 25% by renegotiating leases, locating less expensive supply vendors and increasing efficiency by introducing a .
- Responsible for the acquisition and management of all managed care plans and payers nationally Oversight of all contract negotiation for all payer .
- for a start-up spine company specializing in vertebral compression fractures and spinal fusion minimally invasive procedures 100% commission- .
- Manage inventory at 15 different hospitals, negotiate pricing at hospital and surgery center level, hospital approval Brought on to aid current .
- Within 6 months, territory doubled in size, leaving us to split the territory in half.

EDUCATION

Bachelor of Business Administration in Finance - (Georgia Southern University - Statesboro, GA)

