

# ROBERT SMITH

## Sr. Executive Vice President

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### SUMMARY

Results-driven executive with a proven record of moving organizations to new revenue and profit levels. Strategic thinker with excellent sales, market analysis and new product development experience, and record of achievement. Demonstrated history of taking on newly-created positions and building start-up enterprises from concept to outstanding results.

### SKILLS

Management, Excel, Word, Community Outreach, Training & Development.

### WORK EXPERIENCE

#### Sr. Executive Vice President

ABC Corporation - 1985 – 2003

- Responsible for planning, structuring and constructing a \$5,000,000 MRI general partnership with a 90-physician multi-specialty clinic and a competing physician/hospital organization.
- Lead the expansion of the partnership from one magnet and less than 100 scans/month to two magnets and over 700 scans/month generating \$3.3 million of net revenue.
- Proposed and lead the development of the Bismarck Cancer Center, a \$6.5 million joint venture.
- Completed project within budget and established time frames, generating net annual income of approximately \$1.8 million.
- Overall administrative responsibility in the absence of the CEO.
- Included overall management, budgeting, planning and quality improvement.
- Responsible for implementation of Continuous Quality Improvement, leading and facilitating multiple process improvement teams including reducing days in accounts receivable from 80 to 49 days improving the organizations net cash position by \$9,000,000.

#### Executive Vice President

Delta Corporation - –

- Responsible for increasing revenue by over 100% within 3 years through acquisitions and expansion of IV therapy, LTC and dialysis operations.
- Responsible for marketing plan development, negotiating physician services agreements and facilities management contracts, workflow design and.
- Instituted medical record data abstraction processes for clinical research and billing.
- Responsible for QA/PI audits and survey preparation.
- Led newly defined Equifax Securities Brokerage distribution channel accountable for all Equifax product, services within market sector.
- Defined Equifax securities brokerage & “Big Data” business strategy, implementation roadmap, execution plan to increase top line revenue by 300% over.

- Lead team of 10 sales and sales support resources supporting 125 securities brokerage clients spanning wirehouse, regional, independent, retail.

## SCHOLASTICS

- Masters of Hospital Administration in Health Services Management - (University of Missouri - Columbia, MO)