

Robert Smith

Senior Business Consultant

PERSONAL STATEMENT

Over Ten years operating in a continuous improvement, lean, and six sigma environment Seven years of executive management experience in startup and turnaround environments Seven years of government.

WORK EXPERIENCE

Senior Business Consultant

ABC Corporation - July 2012 - January 2014

Responsibilities:

- Updated content using Oracle Stellent content management system (CMS).
- Facilitated weekly meetings with COTR and the project team.
- Prepared weekly and monthly status reports. Trained users on how to enter and update content.
- Prepared high profile weekly market reports viewed by over users.
- Accepted a position as a Senior Business Consultant, within the Strategic Consulting team, aligned to the energy industry.
- Provide analytics around opportunities for cost reductions, process improvements, and deliver industry performance guidance.
- Assisted clients with their unique internal fleet initiative by providing ad hoc analysis, KPIs, and custom reporting.

Senior Business Consultant

ABC Corporation - 2009 - 2012

Responsibilities:

- Identified bottlenecks and issues in the revenue generation process.
- Examples included; o 34% reduction of rejected contracts by Quality Assurance by creating templates for industry specific contracts.
- This was then disseminated to 200 other Business Consultants o Implementation of issue tracking of Editorial errors in the Surrey region of severity of errors and time taken to resolve.
- Data was collated on Excel and presented, to the Head of Editorial.
- This information allowed him to create a business case for further resources, in turn reducing Editorial errors by 62% Leadership of Groupons Surrey team.
- This included creating Surreys strategy and the training / mentoring of new Business Consultants Improved clients business processes and then identified marketing deal structures which increased footfall and revenue over 3-6 month periods New sales tool testing and documentation of "as it is" and "to be" for the Project Manager.
- Then assisted in the user adoption by training the wider team Successful marketing features involved coordination of five teams and various accreditation bodies Sourced and coordinated 100s of marketing features which led to the revenue generation of.

CONTACT DETAILS

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Alabama
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SKILLS

Microsoft Office,
Technical Skills.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education