

# Robert Smith

## Asst. Senior Business Consultant

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

## SUMMARY

Accomplished and highly motivated sales and marketing executive, with a strong work ethic and proven track record of exceeding client needs and expectations.

## SKILLS

Web sphere, Business Analysis, Endeca.

## WORK EXPERIENCE

### Asst. Senior Business Consultant

ABC Corporation - August 2011 – September 2012

- Identify constraints within Sales, Operations and Financial departments.
- Analyze management effectiveness and evaluate all in-place procedures and processes.
- Identify areas requiring improvement, and implement corrective measures.
- Integrate processes to increase quality, safety, and efficiency.
- Build budgets to use for benchmarks within the financial department to improve the decision making process and build a dashboard.
- Developed strategies to optimize clients sales opportunities.
- Led client to reduce Cost in Rework in Installations Department Non-billable hrs.

### Senior Business Consultant

ABC Corporation - 2010 – 2011

- Largest Latin-American consulting firm, focused on profitable growth through Customer and Operations strategies.
- Acted as project manager of last two projects, leading teams of five consultants/analysts.
- Created new project proposals and conducted sales pitch presentations that increased sales by \$3 MM USD per year.
- Redesigned and led the consolidation of the firms Customer Segmentation Strategy solution.
- Led an 11-person joint client/consultant team in implementing the sales & operations planning process for the poultry industry leader in Mexico, achieving an increase of 3% (\$90 MM USD) in annual sales.
- Devised a vertically-integrated strategy for Coca-Cola Argentina, in response to continuous national truck driver union strikes and recent restrictive labor laws.
- Identified benefits of \$56 MM USD..

## EDUCATION

MBA in Business Administration - 2010(Oakland City University - Oakland City, IN)