

Robert Smith

Area Vice President II

PERSONAL STATEMENT

Budgeting, Forecasting, and Funnel Review National /Regional Business Planning and P&L Responsibility Sales Operations.

WORK EXPERIENCE

Area Vice President II

ABC Corporation - 2005 - 2007

Responsibilities:

- Provided senior sales leadership to the direct, channel and national account teams in the North American Medical Imaging division of Kodak Health Group.
- Directly managed ten account executives in 16 states, as well as seven in Canada.
- Directed 7 HCIS service and implementation team members.
- Managed the daily operations and support teams of 17 in the Toronto office.
- Responsible for ten team members attaining Presidents club status in 2006.
- Indirectly managed twelve sales specialist including corporate salespeople and channel managers.
- Built downstream certified channel provider program and OEM programs.

Area Vice President

Delta Corporation - 2005 - 2007

Responsibilities:

- Responsible for the profitable sales growth and the restructuring of the Midwest Region.
- Specific duties have included the acquisition of a dealer, divestiture of a business sector and the restructuring of the Midwest Region while .
- Responsible for sales and profit performance in the Midwest Region.
- After right-sizing the organization in 1996, the overall business achieved a \$40 million dollar turn-around in one year.
- From 1997 through 2001 the Midwest Region experienced positive sales growth.
- Responsible for meeting all business objectives for eleven profit centers in the Los Angeles, Orange County, San Diego and Inland Empire area.
- Developed new business and enhanced existing client opportunities while managing, training and developing Branch Managers, Sales Representatives and .

Education

B. S. in Marketing and Business Administration - (State University of New York at Old Westbury - Old Westbury, NY)

CONTACT DETAILS

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SKILLS

Security Management,
Security Management,
Personnel Management,
Personnel Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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