

# Robert Smith

## Senior Vice President And Chief Financial Officer

### CONTACT DETAILS

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### PERSONAL STATEMENT

Innovative Senior Vice President And Chief Financial Officer with significant large scale sales, start-up and turnaround CEO experience. Deep sales and business development background with a solid focus on directing high visibility initiatives, building top-producing teams, quickly delivering positive results, and significantly improving performance. Strong track record in building and enhancing operational excellence and working under pressure. Possess superior interpersonal skills, customer-focused, high integrity, capable of solving multiple and complex issues and motivating the team to high performance.

### WORK EXPERIENCE

#### **Senior Vice President And Chief Financial Officer** **ABC Corporation - 2011 - 2013**

##### *Responsibilities:*

- Directed \$725,000,000 division, including sales and marketing, finance, human resources, as well as operations and innovation, with employees totaling 1,500.
- Served as a member of the corporate operating lead team.
- Managed highly diversified division consisting of business units in sectors, including food processing and packaging, manufacturing and industrial, composite aerospace and technical materials, as well as consumer retail and commercial.
- Developed long-term strategic plan consisting of capital deployment, five-year strategic growth, resource allocation, and divestitures, resulting in the monetization of non-strategic, mature consumer retail and commercial business units to fund growth in high-margin core business units.
- Exceeded cash generation target in 2012 50% by effectively managing working capital/capital investments and driving above-plan cash proceeds from the sale of non-core business.
- Attained EBITDA target of 10% and ROCE of 13% in 2011, strongest performance realized in 13 years for three strategic business units.
- Delivered 5% global top-line growth in 2012, with double-digit increases in manufacturing and industrial as well as composite aerospace and technical materials sectors and twofold market growth in the food processing and packaging sector.

#### **Senior Vice President** **ABC Corporation - 2007 - 2011**

##### *Responsibilities:*

- Provided overall Business Leadership managing sales, marketing, service, support, and the private label market.
- Executed GS strategy; a leader in enterprise software, SaaS and technology, and built the necessary infrastructure to scale the business while defining business metrics and goals.
- Delivered significant growth and expanded market reach through

### SKILLS

Microsoft Office,  
Budgeting, Proposals,  
Asset Management, Cost  
Control, Financial  
Planning

### LANGUAGES

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

### INTERESTS

Climbing  
Snowboarding  
Cooking  
Reading

### REFERENCES

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

innovative and competent sales talent and effective partner and delivery models.

- Q2 2010 was the best quarter in company history (sales growth 110%).
- Completed marketing strategy and brand transition from Excelsior Software to Global Scholar Set the groundwork for driving organizational capability by building a highly committed and capable management team.
- Created Houghton Mifflin Harcourt Private Label Platform \$15M YTD in the first year.
- This is Dummy Description data, Replace with job description relevant to your current role.

## Education

BS in Advanced Management in Management - 2006 (COLUMBIA BUSINESS SCHOOL - New York, NY)