

Regional Vice President

ROBERT SMITH

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Objective

To obtain and maintain employment on a professional level in order to maximize skills and better myself as well as a potential employer.

Skills

Leadership, Program Development For Nonprofit, Fundraising.

Work Experience

Regional Vice President

Community Options, Inc - June 2003 - 2020

- Worked directly with the CEO and Board members to develop a solid budget and expansion plan.
- Met quarterly to ensure goals were being met and discussed new ways to overcome any barriers faced.
- Interacted and negotiated new programs with various state legislative and regulatory agencies specifically DADS, QMB and DARS.
- Maintained relationships and serviced all abbey and floors to go dealers in 14 states.
- Averaged eight new members each year which resulted in millions of dollars in additional revenue for the company.
- Recruited and signed new franchise members throughout the entire northeast.
- Worked with all abbey carpet & floors to go dealers at annual conventions to ensure that they maximized their time spent and presented new product and programs for the upcoming business year.

Regional Vice President

Delta Corporation - 2000 - 2003

- Funded over \$10.0MM Annually within a brokerage operation.
- Closed multi million dollar transactions for middle size manufacturing companies.
- Funded over \$10.0MM yearly.
- Specialized healthcare lessor limited to true FMV operating products.
- Lessor has an excellent handle on this limited market place and I accomplished approvals of \$12.0MM and fundings of \$4.5MM in my short time with the .
- After investing all my energies and time within the targeted market, I found that it was not satisfying my personal goals to expand my market into .
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor of Arts in Organizational Management - (Ashford University)