

ROBERT SMITH

Jr. President and CEO

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SUMMARY

Consulting and business solutions that include business and IT strategy, transformation, infrastructure and supply chain management, and Cloud computing services. Hands-on, collaborative leader, who combines planning and action to motivate others to achieve business objectives.

CORE COMPETENCIES

MS Office Products, Exchange Server, Lync, Communication Skills, Team Building, Team Leadership

PROFESSIONAL EXPERIENCE

Jr. President and CEO

ABC Corporation - 2008 – 2013

Key Deliverables:

- Founded and led a global technology consulting firm specializing in infrastructure management, business, and IT strategies.
- Developed and implemented client strategies that supported vendor marketing.
- Delivered turnaround strategies that improved efficiencies, operations, and client profitability.
- Served as an executive consultant and trusted advisor to other senior-level client executives.
- Advised clients in building strategies and infrastructure that maximized economies of scale in a competitive, global economy.
- Delivered and implemented client contract analysis and negotiation and service management.
- Developed and implemented strategies that reduced client total cost of sales and service, which improved cash flow to fund new business opportunities.

Jr. President And CEO

ABC Corporation - 2007 – 2008

Key Deliverables:

- 30650 Top-ranking executive charged with leading enterprise-wide reorganization and cost reduction strategy to halt losses and restore positive earnings.
- Led project to migrate production from 4 manufacturing plants in the southeastern U.S. to new facilities in Merida, Mexico and Kunshan, China while maintaining supply chain service levels with retail and industrial customer base.
- Refocused business strategy on core competencies, streamlined product range of offerings, and primarily addressed the companys most loyal and profitable customers.
- Worked closely with the Board of Directors while executing plans to sell the business.
- Accelerated closure of four loss-making U.S.

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- manufacturing facilities and migrated equipment and production Eliminated operating losses Doubled operating profit margins from 11% to 22% in a period of six months Exited unprofitable businesses, reduced product/item range by 75%, from 1,700 to under 400.

EDUCATION

- Diploma