

Robert Smith

COO III

PERSONAL STATEMENT

Experience with micro mechanical engineering with a concentration in horology. Effective management of product cycle. Design, produce and implement parts necessary for final assembly.

WORK EXPERIENCE

COO III

Watches Unlimited - 1998 - 2019

Responsibilities:

- Executed integrated advertising campaigns across multiple media channels.
- Liaised between customers and manufacturing to design a new products.
- Retained and ensured proper handling and care of existing client accounts.
- Fabricated large and small parts per drawing and assembled parts as required.
- Designed and suggested new display ideas for merchandise, resulting in improved customer view/accessibility and leading to increased sales.
- Developed and executed marketing programs and general business solutions resulting in increased company exposure, customer traffic, and sales.
- Developed promotional programs to optimize revenue levels. Provided an elevated customer experience to generate a loyal clientele.

COO

ABC Corporation - 1996 - 1998

Responsibilities:

- Responsible for creating the business model and designing the services.
- Specified, sourced and ordered all equipment, implemented the strategy and setup, developed a tech support center, developed sales and marketing.
- Co-founded company from scratch.
- Assumed role as Head of Tech and grew IT Services business with annualized Service Revenues of \$3 million.
- Built the first all-digital ISP and dedicated circuits in NY from the ground up in less than one year, having 10,000 users, at \$200,000/month while dial-up was still in its infancy; a significant accomplishment at that time.
- Developed, ran, and taught Basic Computer Networking, Network Management, Network Infrastructure and TCP/IP at AccuCom Education Center.
- Sold company to NetSetGo..

CONTACT DETAILS

1737 Marshville Road,
Alabama
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SKILLS

CAD, Multimedia, Excel,
Microsoft Office Suite,
Mechanical Engineering.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

BS in Mechanical/software engineering - 2014(Ga perimeter
College/Kennesaw State University - Atlanta, GA)