

# ROBERT SMITH

## Sr. Founder

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

Founder with successful track record managing projects and identifying opportunities on a global level. Entrepreneurial, philanthropic and results-oriented. Creative thinker with innovative problem-solving skills. Articulate communicator. Successful multitasker. Outstanding interpersonal capacity with strong leadership skills that build rapport with staff members, vendors, and community organizations.

### CORE COMPETENCIES

Business Development, Creativity, Global Experience, Problem Solving, Leadership, Strategic Planning, Networking, Team Building, Product Development, Brand Development

### PROFESSIONAL EXPERIENCE

#### Sr. Founder

**ABC Corporation - 2003 – 2018**

##### Key Deliverables:

- Built a successful business from inception to annual sales of approximately \$1.2mm and total revenues of \$16mm.
- Established distribution lines for premiums, specialty packaging and start-up retail items.
- Executed large scale direct mail acquisition programs national parks and conservation association, the society and defenders of wildlife.
- Developed campaign for world wildlife fund, resulting in one million new contributing members.
- Executed all aspects of multiple, concurrent projects to ensure successful results for clients and factory from design through delivery.
- Advised/collaborated with entrepreneurs to develop business models and manufacturing to bring new items to market.
- Pursued networking events, trade show, and industry-related meetings to increase brand awareness.

#### Founder/Vice President

**ABC Corporation - 1997 – 2003**

##### Key Deliverables:

- Responsibilities included managing U.S office staff of 12 and increasing personal sales from \$1mm to \$8mm.
- Increased initial personal sales of \$800,000/yr to a final year of \$8mm in sales.
- Managed key accounts and targeted new business opportunities for national and global markets.
- Sourced, built relationships and executed product development with extensive factory experience in China and India.

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- Displayed management skills while responsible for hiring the majority of sales and support staff.
- Recognized for creating innovative direct mail premiums and industry firsts.
- Executed marketing collateral and customized client presentations, managed art director for product outlines.

## EDUCATION

- Bachelors Of Arts in BUSINESS - 1996 (TEMPLE UNIVERSITY - Philadelphia, PA) Bachelor Of Arts in Business Administration & international Business - (University Of Hawaii) Bachelor Of Arts in Criminal Justice - (Kutztown University Of Pennsylvania - Kutztown, PA)