

# Robert Smith

## *Sr. Senior Business Consultant*

### PERSONAL STATEMENT

Expertise in managing international business and sales management, driving multi-million dollar new business initiatives and leading the development and sale of industry-leading technology solutions.

### WORK EXPERIENCE

#### ***Sr. Senior Business Consultant***

**ABC Corporation - 2012 - 2019**

##### *Responsibilities:*

- Helping organizations to solve issues, create value, maximize growth and improve the business performance of my customers.
- Operate across a wide variety of services such as business strategy, marketing, financial and management controls, information technology.
- The development of Channel strategy is the key area covered.
- Typical tasks, particularly for involve Interviewing clients employees, management team and other stakeholders.
- Running focus groups and facilitating workshops. Preparing business proposals/presentations.
- Identifying issues and forming hypotheses and solutions.
- Assisted and guided the manufacturing community in evaluating, selecting and implementing UNIX systems.

#### ***Senior Business Consultant***

**ABC Corporation - 2007 - 2012**

##### *Responsibilities:*

- Provide consulting to clients on issues and projects on the GMI software, ensuring quality/timely delivery of solutions.
- Promoted to senior consultant in 2000 to manage key client accounts, track and generate consulting revenues.
- Forecast sales targets and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.
- OTHER NOTES My educational background is in Mathematics & Computer Science from my time in Bangalore University and I have always been passionate about technology throughout my career.
- Enjoy travelling & food and can speak English, Cantonese, French and Hindi.
- Professionally, I also am Series 3 certified..

### Education

Master in Analyst and Programmer of Systems 3x of IBM - 2007(Harvard Business School)

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
**www.qwikresume.com**

### **SKILLS**

Microsoft Office, Outlook,  
Illustrator, Photoshop.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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