# **Robert Smith**

# Change Manager/Representative

#### **PERSONAL STATEMENT**

Results-oriented, thorough Information Technology professional with more than 30 years of experience spearheading multifaceted technical and logistic business units to meet internal company and client needs. Customer focused attitude known for delivering projects on time while leading diverse teams to success.

#### WORK EXPERIENCE

# Change Manager/Representative

ABC Corporation - 2004 - 2007

#### Responsibilities:

- Monitored customer service trends by analyzing internal/external practices, reported recommendations for improvement.
- Developed training curriculums and techniques needed to reinforce the importance of customer service to all associates.
- Collaborated with Managers, Directors and Executives about execution of Gallup Customer Loyalty and Employee Engagement Programs and partnered with Gallup Organization.
- Analyzed service performance and proactively identified and implemented strategies which improved quality of service, productivity and profitability.
- SAP Customer Relationship Manager (CRM) and Change/Program
   Manager ADKAR Model Developed and sustained a continuous
   improvement culture in which employees were empowered to improve
   the processes they support.
- Managed and implemented change and process improvements throughout the organization.
- Promoted revenue generating ideas and cost efficiencies to positively affect the expense discipline initiative.

# Change Manager

Delta Corporation - 2009 - 2014

# Responsibilities:

- Responsible to define, develop, direct, and monitor our customer support programs from concept through disposal.
- Represented organization with commercial and military suppliers to plan and schedule support programs.
- Worked with change management group to help analyze engineering change proposals for support impact and helped to develop proposals for schedule, .
- Lead group in doing this by the use of specialized knowledge of suppliers/customers to ensure customer satisfaction.
- Client facing daily with Line of Business Executives and Technology Teams.
- Project management support including status reporting, issues & amp;
   risk management and deliverable tracker management Fannie Mae
   Treasury Project.

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# **CONTACT DETAILS**

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# **SKILLS**

Process Management, Team Management.

#### **LANGUAGES**

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

#### **INTERESTS**

Climbing Snowboarding Cooking Reading

#### REFERENCES

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

to your current role.
Education
Executive Certificate in Project Management - (Florida Atlantic
Executive Certificate in Project Management - (Florida Atlantic University - Boca Raton, FL)

• This is Dummy Description data, Replace with job description relevant