

ROBERT SMITH

Deputy Chief Executive Officer

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Looking to obtain a challenging career with an educational institution that will enhance my interpersonal and professional skills along with advancement opportunities.

EXPERIENCE

Deputy Chief Executive Officer

ABC Corporation - AUGUST 1993 - MARCH 2012

- Organized and led the stabilization of the company after the filing of chapter 11 for the purpose of capital restructuring.
- Implemented a comprehensive communication plan for both customers and vendors to ensure stabilization of the customer base and vendor base which was communicated by both the sales team and purchasing department.
- Introduced through acquisition and organically new product categories which provided new sales channels and SKU penetration into the current customer base.
- Increased top-line revenue of 12 to 15 million dollars over a four year period.
- Redesigned and reorganized not only the distribution layout but changed the way orders were pulled into a zone environment, which also required a redesign of computer software.
- Executed integration plan for a new acquisition for sales, purchasing and SKUs which required a new 1. 2 million software upgrade for both company locations as well as a new distribution center in the northeast.
- Gross sales in the northeast grew at a rate of 10% in a stagnant economy.

Controller

ABC Corporation - MAY 1989 - JULY 1993

- Reduced outstanding balance in accounts receivables from 68 days to 45 days.
- Organized company financials to meet sec structure for initial public offering.
- Reports requirements were met both on a quarterly(10q) and yearly basis(10k).
- Prepared purchases, inventory and departmental expenditures annual plans and designed budgeting models.
- Implemented cycle counting and directed annual physical inventory, significantly improving the accuracy of physical counts, reducing errors to zero on the annual audit

- Developed sales and margin and variance analysis reporting by product family to provide senior leaders with valuable tools utilized in pricing and product mix decisions
- Presented financial results, analysis and projections in Financial Review and Sales meetings and recommended correct accounting treatment of proposed business projects and processes.

EDUCATION

- BBA in Accounting - (University Of Montevallo)BS in Social Science Education - (Fayetteville State University)Bachelors Of Arts in Classical Civilizations - (University Of California - Los Angeles, CA)

SKILLS

Key Leadership, Communication, Strategic Thinking, Market Development, Product Development, Team Building, Executive Presentations, Product Line Expansion, Negotiating, Customer Service Relations, Policies/Procedures, Budgeting/Financial Asset Management, Operations Management, Cost Containment, and Driving Sales Revenue.