

# Robert Smith

## President and CEO/Analyst

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## SUMMARY

Dedicated and focused professional that has experience working with equipment maintenance and team supervision that also has management and manufacturing experience. Strong customer service skills and satisfaction to deliver a great customer experience.

## SKILLS

Microsoft Office, Computer Skills, Typing 50 Wpm, Communication Skills.

## WORK EXPERIENCE

### President and CEO/Analyst

ABC Corporation - 2008 - October 2011

- Curriculum writer, Speech therapist, Educational translations, Educational Consultant.
- Accomplishments made it one of the most successful and recognizable restaurants in orange county.
- Participated and presented ongoing training at the Texas 21 Century Community Learning Centers Annual Conferences.
- Conducted workshops for early childhood centers to train classroom strategy concepts in their daily teaching activities.
- Emphasized specific focus on movement, music, and manipulatives, that are all fundamental in recent research on Brain-based Learning and the mind/movement connection.
- Provided a wide range of services to non-profit organizations ranging and contractual agreements.
- Implemented innovative programs to increase target areas for growth and expansion of services.

### President And CEO/Analyst

ABC Corporation - 2003 - 2008

- for \$45K, renewed from 2004 through 2009.
- Organizational Leadership Introduced multiple "firsts" among all Councils developed performance-based funding approach; provided coaching to member leaders to enhance their sales and negotiating skills resulting in M/M contract awards.
- Pioneered strategic alliance process to foster global contract awards for member corporations on community projects and governmental contracts; influenced positive government affairs, contracts and outcomes for some of the worlds largest corporations..
- Co-Created and implemented successful program at the University of Texas System to promote qualified women- and minority-owned businesses inclusion.
- Team Approach methods to track, measure and analyze performance of marketing goals, ensuring plan construction, coordination, support for sales & marketing plan objectives.
- Strengthened leadership capacity of national organizations Council officers by launching New Presidents Training Program in 2004.
- Awards & Recognitions.

## EDUCATION

BS