

ROBERT SMITH

Asst. President and CEO

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The highly skilled and disciplined individual with a proven ability to handle equipment problems and recognized for the ability to plan, organize, and coordinate priorities in an efficient manner while executing practical solutions that result in customer satisfaction.

EXPERIENCE

Asst. President and CEO

ABC Corporation - AUGUST 1988 - JULY 2015

- Strategically focused leader to drive organizational growth with on income generation and operating efficiencies.
- Responsible for the short term and long term strategic planning as it related to the credit unions overall goals and objectives.
- Collaborate, plan, direct, and implement policies, objectives, or activities investments, increase productivity in loans and deposits.
- Develop internal control policies, guidelines, and procedures for activities and operations.
- Prepare or direct preparation of financial statements, business activity budgets, and reports required by regulatory agencies.
- Analyze the financial details of past, present, and expected operations to identify development opportunities and areas where improvement is needed.
- Prepare or present reports concerning activities, expenses, budgets, operations, and products/program services.

Asst. President And CEO

ABC Corporation - 1985 - 1988

- 014- Led Hitachi subsidiary company focused on delivering mobile core solutions for wireless network operators.
- Product suite included a wide variety of applications, including virtual Evolved Packet core and Small Cell technologies for wireless network and machine-type communications (MTC/M2M).
- Refocused business on the emerging market of Network Function Virtualization and Software Defined Networks with an emphasis on IoT.
- Consolidated operations, optimized cost structure and enhanced R&D productivity.
- Restructured R&D team to simultaneously be agile to market requirements but maintain focus on the quality requirements of the service provider networks.
- Created market lead in EPC virtual technology with 8 Commercial wins and 9 Tier 1 operator trials, Expanded partner network to include

marquee names such as HPE, Tech Mahindra and Mitel.

- Enhanced "GoTo" market team to address direct sales initiatives and assist partner network..

EDUCATION

- Diploma

SKILLS

see additional information, Typing 50 Wpm, Communication Skills, Team Building, Team Leadership, Teamwork.