

# ROBERT SMITH

## Executive Vice President I

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Seeking a Executive Vice President position to contribute individually or supervise/manage projects and people. Over 15 years of experience utilizing effective communication and logical decision making through data analysis.

## EXPERIENCE

### Executive Vice President I

#### The Bank Of Orrick - DECEMBER 2013 - 2020

- Directs staff and supervisors to achieve higher efficiency and productivity in order to increase earnings.
- Provides mentoring and guidance to staff on operational issues.
- Develops annual business plans for area of responsibility and direct staff through supervisors in the execution of these plans.
- Manages hardware and software expenses.
- Works closely with banks accounting firm and auditors to ensure compliance with GAAP.
- Analyzes overhead, business and personnel expenses.
- Requests bids from vendors, auditors, technology.

### Executive Vice President

#### Delta Corporation - 2008 - 2013

- Was responsible for all daily operations upon owners retirement.
- Responsible for training and supervising outside sales program in Virginia Design uniform programs for both local and national customers Hired and.
- Consulted with DC area agency and several nonprofit organizations in order to help expand their fundraising programs.
- At the time, the nations largest provider of outsourced sales solutions for service-based Consumer Electronics (CE) products.
- The company was acquired in 2004 by RadioShack.
- Executive Leadership, Sales, Information Technology, Maintenance Services.
- Was honored to help grow this dynamic organization from 5 members to a strong family of 500 plus hard-charging, customer focused, go-getters.

## EDUCATION

- Bachelor's in Arts- (Agriculture Lending School - University of Missouri Extension)



## SKILLS

Microsoft Office, Account Management (10+.