

ROBERT SMITH

Assistant Area Vice President

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Commitment | Leadership | Integrity High-performing, award winning executive with 16 years of business development and operations management experience. In-depth knowledge of business operations at all levels. Demonstrated proficiency in budget development, program management to include- staffing, training/development, daily program operations, same store growth, marketing strategic planning.

JUNE 2011 - MAY 2012

ASSISTANT AREA VICE PRESIDENT - ABC CORPORATION

- Organized and established highly profitable de novo accounts.
- Led the company to growth in excess of 80% of new business in less than 12 months.
- Company reached profitability within 4 months of center openings and exceeded financial proforma more than 8 months ahead of schedule.
- Led senior management business-level discussion and decisions involving business vision and strategy, enterprise-level decisions, standardization of best practices, and project governance oversight.
- Managed administrative, contract negotiations, all facets of business development, staff recruitment/ training and operational/financial oversight functions for both the company and the business partners.
- Conducted regular risk assessments and quality assurance reviews to evaluate compliance with requirements and to identify potential gaps in policies, procedures and business processes.
- Provided consultative oversight on existing, struggling centers.

2007 - 2011

AREA VICE PRESIDENT - DELTA CORPORATION

- Global leader in design, manufacture, and supply of orthopedic devices and supplies - www.depuyspine.com) Area Vice President Rebuild a struggling \$.
- Directly responsible for strategic direction of the clinical and contract rehabilitation operations within South Dakota, Iowa, Nebraska, Minnesota .
- Recruited, hired, trained and managed 120 clinicians, clinical managers, sales representative, human resources/recruiting representative and .
- Conducted yearly performance reviews and implemented progressive discipline process.
- Established area goals and objectives to meet organizational expectations.
- Transitioned 12 Million (+) in annual Revenue to new Charlotte Branch.
- Successfully provided a new foundation for Tri-State previous Clients to payroll and manage current contingent staff and coordinated partnerships to.

EDUCATION

Leadership Training - 2008(Leadership Development Institute)

SKILLS

Leadership, Negotiation, Powerpoint, Excel, Word, Publisher, CRM.