

ROBERT SMITH

Assistant Vice President

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Assistant Vice President Of Sales with a strong entrepreneurial mindset with customer satisfaction as one of my main priorities. I am skilled in both verbal and written communication along with customer relations. Ten years of management experience in a variety of industries. My background is in a range of career fields, such as management, sales, real estate, marketing, advertisement, customer relations, and accounting, and construction.

EXPERIENCE

Assistant Vice President

ABC Corporation - AUGUST 2015 - AUGUST 2016

- Started a small complete home service company from the ground up with my father in 2013 including handyman work, electrical service and remodels, trim carpentry, remodels, contractor and project management, lawn maintenance, pool maintenance, home watch, concierge services, plus more.
- Our goal as a company is to take care of our clients homes like they are our own while coordinating all repairs and maintenance seamlessly with minimal stress on the client.
- Employed a wide variety of hand and power tools including hoists, drills, precision measuring instruments and electronic testing devices.
- Defined clear targets and objectives and communicated them to other team members.
- Reviewed plans and specs during the schematic design of pre-construction.
- Determined the project schedule, which included the sequence of all construction activities.
- Obtained building and specialty permits from local jurisdictional agencies.

Regional Vice President

ABC Corporation - AUGUST 2005 - MARCH 2015

- Reviewed store operations against expected standards of operation.
- Led the team in achieving budgeted targets as provided by Store Operations.
- Provided frequent and consistent communication with District Managers regarding current issues that can impact the business including sales and expenses, communication standards for the stores.
- Provided ongoing mentoring and development of the District Managers.
- During store visits, observed matters that can positively or negatively impact the business and served as the communication hub on these

matters between the Home Office and the field.

- Supervised, coached, developed and motivated District Managers to achieve or exceed expected results.
- Identified talent among associates and develops a succession plan for the Region.

EDUCATION

- BS in Business - 2016(University Of Florida - Gainesville, FL)Undergraduate Studies in Finance, Real Estate - 2012(FGCU - Fort Myer, VA)Associate Of Arts in Finance/ Real Estate - 2011(Valencia State College - Orlando, FL)

SKILLS

Business Planning, Project Management, Business Development, Market Research, Process Controls, Internal Auditing, Purchasing