

ROBERT SMITH

Associate Regional Vice President

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Accomplished and versatile hotel management professional with a proven Professional record of performance and leadership in a competitive growth environment.

CORE COMPETENCIES

Public speaking, thorough use of salesforce, CCIM, Series 7 and 63.

PROFESSIONAL EXPERIENCE

Associate Regional Vice President

ABC Corporation - September 2009 – September 2011

Key Deliverables:

- Responsible for Operations and Sales and Marketing efforts for one Staybridge Suites, one Hilton Garden Inn located in Allentown, PA and one Marriott TownePlace Suites in Bethlehem, PA, one Marriott Fairfield and Suites, one Host Inn and Suites and One Quality Inn Hotel and Conference Center in Wilkes-Barre, PA.
- Responsible for the hiring and directing of General Managers, Director of Sales and Marketing, Regional Director of Sales and Marketing and provide results driven leadership and motivation.
- Prepared, recommended and implemented budgets, monitoring progress throughout the year and take corrective action as necessary to meet established goals.
- Ensured strong strategic planning of revenue and sales efforts to maximize top line revenue in hotels Works closely with General Managers to ensure strong relationships and standards are achieved.
- Reported directly to the Hotel Owners.
- Provided daily/weekly/monthly reporting of key metrics, oral and written Apply financial analytical skills to review financial performance ensuring optimization of GOP.
- Engaged with hotel teams to ensure guest satisfaction is being achieved by analyzing customer surveys and developing action planning to exceed customer expectations.

Regional Vice President

Delta Corporation - 2007 – 2009

Key Deliverables:

- Included recruiting, sales training, and licensing a staff of 25+ for Hutchinson financial services office.
- Planned and presented weekly management training/compliance and provided public financial needs analysis and education classes.

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- Effectively led sales, marketing, training, human resources, operations and profitability of 24 retail offices located in San Luis Obispo, Santa .
- Managed 300 people and an annual budget of \$2 million.
- Opened new North Carolina territory in order to expand regional presence Recruited and trained independent sales agents to present our service to .
- Member of senior management team and heavily involved in strategic planning -Created and implemented annual business plans with full profit and loss .
- Wholesaling Life Insurance products through Independents, Wires, Banks and BGAs covering Indiana and Kentucky.

EDUCATION

Bachelor of Science in Hospitality Management - (Johnson & Wales University, School of Business - Providence, RI)

