

Robert Smith

Jr. Regional Business Manager

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SUMMARY

Senior-level manager with extensive hands-on experience in financial management, business leadership and working with the Board of Directors, Banks and Attorneys. Bilingual strategic leader with budgets and resource allocation.

SKILLS

Ms. Word, Ms. Office, Outlook, Office: Word, Powerpoint, Photoshop, Photography, Sales, Typing, Windows.

WORK EXPERIENCE

Jr. Regional Business Manager

ABC Corporation - 1994 - 2001

- Account recruiting and management established by company growth and retention objectives.
- Development and advancement of territory specific marketing solutions including printed and electronic media.
- Business and operations management consultant to authorized retail accounts, company owned retail accounts and company endorsed lodges and outfitters.
- Development, application, and review of strategic plans for increasing market share in relation to geographic area.
- Technical and educational seminars to increase product awareness and company image to consumers and company accounts.
- Management and employee training for authorized retail, company owned stores and endorsed lodge accounts.
- Company representative at regional and national industry trade shows.

Jr. Regional Business Manager

ABC Corporation - 1991 - 1994

- Trina Solar is one of the largest bankable vertically integrated Chinese manufacturers of Tier 1 PV technology.
- Trina became adversely affected once the tariff was placed against Chinese-made solar cells disrupting their vertically integrated business model, no longer giving them a competitive advantage because their module efficiency was achieved through the "cell" manufacturing process.
- For this reason I left with my supervisor Kevin Chen to join Renesola.
- Highest producer companywide having closed over 45MW in larger scale solar projects.
- Built solid relationships with several key developers, distributors, EPCs and utility companies across the United States.
- Developed territory specific sales & marketing strategy for the North East and Mid West regions, including all the operational elements to regionalize and grow my strategic commercial customer relationships.
- My key client wins included Borrego Solar, NEXAMP, Tecta, Sungevity, EDF Renewable Energy, Lincoln Renewable Energy, Solar Planet, Constellation Energy Services, Strata, Permacity Solar, Third Sun, Gestamp and others..

EDUCATION

Ms. Word, Ms. Office, Outlook, Office: Word, Powerpoint, Photoshop, Photography, Sales, Typing, Windows.