

# Robert Smith

## Senior Independent Business Consultant

### PERSONAL STATEMENT

Independent Business Consultant with Management/Sales/Purchase /Import-Export/Warehouse/Finance/Logistics.

### WORK EXPERIENCE

#### **Senior Independent Business Consultant** **International Logistics - April 2014 - 2020**

##### *Responsibilities:*

- Finance Monthly close processes, General ledger reconciliation, Analysis and interpretation of variances between actual and budgeted, Cost analysis, Lead weekly management meetings.
- Import/Export Customs Brokers and Freight Forwarders coordination, Identifies import/export issues, develops resolutions and provides guidance, Ensure compliance with regulation USA-MEX.
- International Logistics Manages and coordinates several logistics, vendor relations, shipping and/or receiving, warehousing and transportation.
- Negotiates with third party providers.
- International Purchase Select product for purchase (testing, observing and/or examining), Estimates values according market price, Reviews requisitions, Approve invoices for payment, Prepare purchase orders or bid requests, Purchase/Cost analysis.
- International Sales, Finds and Selects New Markets, sales agencies and/or distributors, Potential Opportunities.
- Business Development, Settle business in Mexico, Manufacture, Metal and Plastic Industry.

#### **Junior Independent Business Consultant** **Delta Corporation - 2012 - 2014**

##### *Responsibilities:*

- Delivered customized business planning and consulting services with a focus on organizational and operational alignment.
- Employed creative problem solving and analytically-focused coaching to drive low cost, high value solutions to business challenges, planning.
- Projects included business planning, operations, strategy and marketing across a wide range of industries for both established and startup businesses.
- Advised business owners on all aspects of operating a psychological facility to include marketing, personnel, budgeting, contracting.
- Clients - Jennifer Sarantakis, Newspaper Services of America, Famous Footwear, Toys R Us, Jo-Ann Stores, etc.
- Business development, implementation, project scheduling - for 52 week program Media management - print, broadcast, CRM, direct mail, for up to 1,000 .
- This is Dummy Description data, Replace with job description relevant to your current role.

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Account Management,  
Sales, Logistics.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

Accounting - (Universidad del Norte - Monterrey, N. L.)