

ROBERT SMITH

Sr. Area Vice President

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

SUMMARY

Accomplished health care and organizational project manager. Experienced in coordinating multi-functional teams, including business support and training, liaison with clients, large database acquisition and analysis design, and health plan analysis. Analytical expertise in large database analysis and survey data collection. Pursuing PMP certification.

CORE COMPETENCIES

Customer Service, Project Manager, Logistics, Operations CI.

PROFESSIONAL EXPERIENCE

Sr. Area Vice President

SECURITAS - 2012 – 2020

Key Deliverables:

- Oversaw operations of 10 offices in 5 states, Nevada, Utah, Northern Cal, Arizona and New Mexico which serves 520+ clients with P&L responsibility of \$170M annually.
- Managed and directed sales and marketing teams throughout the enterprise level with 3,000 employees--including 27 Operation Managers under my reporting structure.
- Prepared and managed budgets, cash flow, occupancy, and financial performance reports.
- Worked with National Account, Operation Managers and Division Management to ensure exceptional service is consistently delivered across all client contracts.
- Met with client for quarterly business reviews and to establish a strategic partnership.
- Designed and implemented long-range objectives and strategies.
- Created value added services for vertical market.

Area Vice President

Delta Corporation - 1998 – 2001

Key Deliverables:

- Responsible for the profitable sales growth and the restructuring of the Midwest Region.
- Specific duties have included the acquisition of a dealer, divestiture of a business sector and the restructuring of the Midwest Region while .
- Responsible for sales and profit performance in the Midwest Region.
- After right-sizing the organization in 1996, the overall business achieved a \$40 million dollar turn-around in one year.
- From 1997 through 2001 the Midwest Region experienced positive sales growth.
- Led Southwest Division Network Products Group in the sale of SNA Compatible front-end processors, Wireless LANs, routers and Hub technologies.
- Ended at 110% of revenue plan.

EDUCATION

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- Executive Certificate in Leadership and Management - (UNIVERSITY OF NOTRE DAME, Mendoza College of Business - South Bend, IN)