

ROBERT SMITH

Sr. Regional Vice President

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

SUMMARY

Seeking a financial institution capable of doing transaction sizes of \$100K to \$3.0MM with a full array of financial products at rates applicable to lessee credits level. Interested in an organizations capable of utilizing my historical relationships with lessees within the following industries: mid-to-large sized transportation companies, manufacturing companies, pharmaceuticals, law firms, hospitals, and plastic injection molding manufacturers and others.

CORE COMPETENCIES

Territory Management, Sales, Sales Management, Customer Relationship Management.

PROFESSIONAL EXPERIENCE

Sr. Regional Vice President

ABC Corporation - 2003 – 2020

Key Deliverables:

- Received "Rookie of the year" honors and qualified for "Presidents Club".
- Promoted to Branch Manager the next year.
- Began hiring additional sales staff as well as support staff.
- Provided all sales training and began creating processes for sales and support activities as well as reporting structure.
- Received "Branch Manager of the Year" award and qualified for "Presidents Club Elite".
- Closed multi million dollar transactions for middle size (B & Credit) transportation companies.
- Conducted sales meetings with managers to include sales training, education on all programs offered by abbey (problem solving, merchandising, marketing and supplier relationships).

Regional Vice President

Delta Corporation - 2000 – 2003

Key Deliverables:

- Manage operational and clinical performance for sixteen ALFs throughout VA, NC, SC and FL Provide clinical and operational analysis to ensure success .
- This includes Virtual Dementia Tours for therapists, staff and community Recruit new and reorganize existing staff assignments to improve efficiency .
- Regional Office of the Year 2012 Recruited 10 Validating Career Agencies to Western Region Coached General Agents on systems, Performance Management, .
- Recruited 7 New General Agencies - 1.1 million of Life FYC, 200 producers OSJ for 40 Career Agencies Coached General Agents - performance management, .

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- Regional Sales Leadership managing \$25M P&L Profitability achievement for underperforming Region within 11 months.
- Sales / Service Delivery - 10 Manufacturing/Distribution sites for Fortune 500 companies Launched New Global Business model to address new Workforce .
- Media lead for TV, Radio and print for market.

EDUCATION

- Bachelor's in General Studies - 1977(East Texas State University - Texarkana, TX)