

# ROBERT SMITH

## Senior Independent Business Consultant

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Independent Business Consultant with history of providing effective, motivational leadership with focus on total organizational coordination to efficiently manage operations, provide innovative conceptions, supervise high performing teams, and oversee staff.

## EXPERIENCE

### Senior Independent Business Consultant

#### Self Employed - MARCH 2012 - 2020

- Client Information & Descriptions A Mindfulness Life Center, Scottsdale, Arizona Personally selected by owner to create strategic and operational goals for day to day operations, budget, staffing, mindfulness based programs, center expansion and execution of their vision.
- Initially analyzes business model then developed new operational systems in conjunction with a marketing and business development plan, budget, team building, financial and business goals to ensure future growth.
- Increases revenue by 80% and decreases expenditures by 50% within the first six months of consultant contract.
- Daily management of center including overseeing 30+ independent contractors.
- Lead Management Institute, LMI360, Scottsdale, Arizona Implemented unique staff training for the marketing team which led to demonstrable results and a positive return on their clients investment.
- Central Phoenix Women, Women of Scottsdale, East Valley Women, Scottsdale, Arizona Oversaw the business transition from past to present owner of three networking organizations with 200+ members.
- Creates, implements and manages marketing and social media strategies.

### Junior Independent Business Consultant

#### Delta Corporation - 2010 - 2012

- Mary Kay - Fountain Valley, CA Addressed customer questions and concerns regarding products, prices and availability.
- Recommended and helped customers select merchandise based on their needs.
- Tracked down sources of special products and services to meet customers special needs.
- Obtained clients through networking and maintained client relationships Collected confidential information, created the correct

team of experts and .

- Obtained signatures on legal documents and delivery of final products and services by appropriate deadlines.
- Developed marketing strategies to compete with other companies who sell similar products and services.
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

- Bachelor of Business Degree in Hotel Management - 1999(Australian International Hotel School affiliated with Cornell University, New York - Canberra ACT)

## SKILLS

Management, Customer Service, Training & Development, Operations, Organizational Development, Ms Office Suite.