COO II

ROBERT SMITH

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Objective

Professional experience is extremely varied and has provided with a wide range of valuable skills. As a child care provider, developed conflict resolution strategies, implemented monthly curriculum themes and projects.

Skills

Microsoft office, Excel And Outlook, Open table, Quick books.

Work Experience

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ABC Corporation - 2011 - 2013

- Startup Company that converts mixed waste plastic to crude oil.
- Responsible for developing and managing budgets for construction and operations for company.
- Negotiated contracts for equipment and feedstock purchases. Hired and trained new supervisors and managers.
- Overseeing the commissioning and acceptance process for new equipment.
- Developed company hiring processes, procedures for safety operations and maintenance.
- Evaluate production, sales and return on investment Coordinate continuous improvement by involving the management team.
- Developing operational metrics Identifying and developing markets for future business development.

COO

ABC Corporation - 2007 - 2011

- Canepa Associates is a premier HR, Executive search & Outsourced Recruitment consulting firm
- As a COO, I was responsible for overall company success, but specific responsibilities include Corporate IT, Customer (RPO) Technology and applications, Finance (P&L) and Sales.
- Key Programs and Achievements include Leadership for the selection and implementation of Customer facing Cloud (SAAS) Candidate CRM at RPO customers.
- Architecture included ATS, Career Portal, Reporting (BI), Contractor Management and customer specific recruiting process.
- Responsible for overall Company financial planning, management of P&L, and Tax.
- Leadership for RFP process and execution that drove a 50% increase in sales in FY12.
- Responsible for Corporate IT applications (Cloud), desktop and network.

Education

Bachelor of Arts in Economics - (Virginia Military Institute - Lexington, VA)