

ROBERT SMITH

Managing Director/Marketing Manager

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

SUMMARY

Multi-faceted Managing Director/Marketing with experience in operations management, business management, financial stewardship, and team leadership. Proven success in maximizing revenue, increasing retention, and identifying growth opportunities. Adept in performing within changing environments requiring focused decision-making. Instrumental in streamlining daily activities, introducing process improvements, and enhancing efficiency. Bilingual fluency in English and Russian.

CORE COMPETENCIES

Critical Account Management, Global Development, Security Management, Crisis Management, Financial Management, CPM, Budgeting, Planning, Operations

PROFESSIONAL EXPERIENCE

Managing Director/Marketing Manager

ABC Corporation - 1999 – Present

Key Deliverables:

- Defining the vision & direction for the office, including short and long-term goals, aligned with global & regional priorities.
- Regularly communicating this plan and status to the leadership team and staff.
- Growing opportunities with existing clients by developing strategic relationships and selling our full capabilities to meet their broader business needs.
- Developing and maintaining senior client relationships. Providing strategic counsel to teams and clients across all accounts.
- Driving innovative, award-winning work. Ensuring work is delivered successfully both in-office and with cross-office teams.
- Leading and connecting internal teams across the company and Wunderman Thompson offices.
- Exhibiting a solid understanding of digital custom

GM & Managing Director

ABC Corporation - 1974 – 1979

Key Deliverables:

- Oversaw a staff of 60+. Direct reports include senior Creative, Strategy, Account, and Operations leads.
- Attracted, hired and retained top talent and high performing teams.
- Coached, mentored and motivated teams in collaboration with discipline and account leaders.
- Lead a culture of real-time feedback to support people's development.
- Established and maintained a positive office environment & nurture a culture of mutual respect, transparency, accountability & creativity.

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- Defined and delivered against both annual & quarterly financial plans.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

MBA in International Business And Marketing - 1972 (Bernard Baruch Graduate School Of Business Administration)BSBA in Marketing And Management - (Arizona State University)

