

# Robert Smith

## Associate Vice President

### PERSONAL STATEMENT

Accomplished, outcome-driven Associate Vice President with ten-years success in leading challenging initiatives, with emphasis on engineering solutions, business process, value stream assessment, strategic planning, manufacturing, production scheduling and control, quality assurance, project development, budget management, human resources, and customer support. Expertise in driving high quality and throughput within manufacturing industries, public, and freight transportation environments.

### WORK EXPERIENCE

#### **Associate Vice President**

**ABC Corporation - December 2015 - March 2019**

##### *Responsibilities:*

- Processed championed process development, implementation, and sustainability.
- Focused on processes to ensure consistent and sustainable excellence for our customer and to grow the business.
- Processed implemented ranged from the work instruction definition to the billing and finance processes used.
- Implementation of these processes turned the business around and into a sustainable revenue center for both harbor rail services and the union pacific railroad.
- Drove achievement of the strategic objective, conducted customer meetings.
- Administered resource allocation for budget, staffing levels, and operations providing enhanced value to the customer while performing services on budget with targeted revenues.
- Increased production throughput from 26 cars per day to 120 cars per day in a 45 day period decreased car rejection rate from 26% to < 0.5% in a 45 day period.

#### **Vice President Of Marketing**

**ABC Corporation - July 2008 - April 2015**

##### *Responsibilities:*

- Made collaboration an organizational priority. Established a working knowledge of the Association's programs, services, and different communities through building relationships with the team.
- Identified best practices for Association marketing efforts, worked with operations to define an integrated marketing strategy that identifies the most effective branding and promotional opportunities.
- Generated buy-in and develop annual marketing goals, objectives and plans for the marketing and communications needs of the Association.
- Monitored the achievement of the plan, took appropriate action to ensure that the goals and objectives are met and producing a return on investment.
- Developed, produced and distributed program information necessary to promote assigned programs, in accordance with membership and

### **CONTACT DETAILS**

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### **SKILLS**

Microsoft Suite SAP And  
Oracle ERP Systems  
Maximo, Project  
Management; Small  
Business Development

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company  
Name)  
Reference - 2 (Company  
Name)

marketing plans.

- This is Dummy Description data, Replace with job description relevant to your current role.
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## **Education**

Bachelor Of Science in Mechanical Engineering - 2013 (Washington State University - Pullman, WA) Associates Of Science in Mechanical Engineering Technology - (South Seattle Community College - Seattle, WA) Negotiating Training - (Karrass Negotiating Training - Pittsburgh, PA)