

# ROBERT SMITH

## Lead Franchise Owner

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### SUMMARY

A dedicated and enthusiastic manager/salesman with over 12 years experience in operations management, sales budget development, staffing, cost control and technical skills that are of great benefit to any field that is technology integrated.

### SKILLS

Microsoft Office, Public Speaking, Process Improvement, Social Media Marketing, Operations Management.

### WORK EXPERIENCE

#### Lead Franchise Owner

Papa Murphy's International - March 2013 – 2019

- Create marketing plans based on relationships with local businesses to ensure growth and name-brand recognition.
- Develop a service-oriented attitude in the workplace with thorough hiring practices and goals for a crew to ensure staff motivation to maintain the highest levels of production and sales.
- Minimized loss and misuse of equipment through proper restaurant supervision and staff training.
- Maximized profits by controlling food, beverage and labor costs on a daily basis.
- Consistently maintained high levels of cleanliness, organization, storage, and sanitation of food and beverage products to ensure quality.
- Built sales forecasts and schedules to reflect desired productivity targets which increased weekly revenue by an average of 15%.
- Relocated stores and built new stores in better locations for positive financial impact.

#### Franchise Owner

ABC Corporation - 2012 – 2013

- Responsible for all aspects of running five restaurants.
- Responsible for hiring all management and key hourly employees.
- Responsible for all financials of each restaurants.
- Responsible for all marketing and community involvement.
- Responsible for all menus and the cost of each item.
- Responsible for all permits and taxes.
- Responsible for all management development..

### SCHOLASTICS

- Bachelor of Science in Applied Computer Science - 2007(Troy University - Troy, AL)