

ROBERT SMITH

Assistant Regional Vice President

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Interested in obtaining employment with a highly motivated and successful sales organization that is focused on reaching higher and higher levels of excellence and achievement.

NOVEMBER 2006 - DECEMBER 2012

ASSISTANT REGIONAL VICE PRESIDENT - ABC CORPORATION

- Proven track record in developing and motivating customer focused sales teams, with demonstrated leadership skills in personnel management, talent development, and succession planning.
- Recognized for effective leadership with improving operations, increasing team performance and retention, while growing market share.
- Proven results in turnarounds and transforming through change management.
- Engineered a complete turnaround, expanded to 185 stores, and established the region as a model for the rest of the country.
- Led 13 district managers, 5 regional support staff, and 2500 team members.
- Managed Director of Marketing and Director of Merchandising Review of P&Ls, stockholder records and dividend payments Worked with CEO and COO to .
- Worked with legal counsel on various employment and liability lawsuits.

2004 - 2006

REGIONAL VICE PRESIDENT - DELTA CORPORATION

- Financial Institutions Increased market share by over 150% during the first two years in the territory Conducted twenty to twenty five individual .
- Satellite office in 2010 by generating 46 Million dollars in net volume (115% of goal) Managed and motivated a sales force of 100+ representatives on .
- Sales Client Management.
- Responsible for 9,100 apartment units (95 sites), located in NY, PA, NJ, CT, MA, ME and RI.
- Main focus developing strategic problem solving action plans, personnel growth and training, and overall success of meeting budgeted goals and .
- Experience includes oversight of conventional, affordable, tax credit, bond, and rural development properties.
- Strong growth and development skills, change leadership, leading through vision and values, and execution of strategic development plans.



EDUCATION

Computer Science - (Hudson Valley Community College)

SKILLS

Microsoft Office, Google Drive.