

Founder

ROBERT SMITH

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Objective

Founder with extensive domestic and international investment banking and structured finance experience. A skilled leader in the origination, underwriting, structuring, and execution of complex transactions. Specialized expertise in the development of innovative financial asset classes. Service-focused and versatile with strong expertise in management, customer relations, and marketing. Highly-skilled in front of house operations, social media, event management, etc.

Skills

Facebook, Event Planning, Fundraising, Microsoft Office/Excel/Word, Powerpoint, Prezi, Community Outreach, Volunteer Management

Work Experience

Founder

ABC Corporation - 2010 - Present

- Providing consulting services to companies on issues involving strategic development and capital raising.
- Originally focused on providing advice on capital raises to clients in the financial services sector.
- Successfully expanded the scope of the firms (a) services to include strategic development advice and (b) sector specialization to include media/entertainment and energy.
- Developed on behalf of a publicly-traded us energy firm an in-depth business plan for its expansion into alternative transportation fuels, including compressed natural gas and propane.
- The assignment included evaluating target markets and investment opportunities, developing the firms marketing strategy as well as identifying, cultivating relationships with, and negotiating deals with prospective marketing and strategic partners.
- Created on behalf of an integrated music company an in-depth business plan and financial model for a new specialty finance company focused on funding and securitizing music royalties.
- Developed a detailed marketing plan as well as investment, due diligence, and credit underwriting policies and procedures.

Co-founder And CEO

ABC Corporation - 2008 - 2010

- Instrumental in the development of a start-up specialty finance company focused on life insurance premium finance.
- Built relationships with hedge funds, domestic and international banks, and other potential investors.
- Revitalized failing enterprise, transforming the business into a brokered-loan model with a viable revenue stream.
- Provided guidance to operations personnel in evaluating, structuring, and securing credit approval from banks for individual life insurance premium finance loans.

- Partnered with the Operations Manager to develop and implement credit underwriting, loan structuring, data management, loan-pipeline prioritization, and quality control policies and procedures.
- This is Dummy Description data, Replace with job description relevant to your current role.
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Education

Master Of Business Administration in Finance/Accounting - 2007 (CORNELL UNIVERSITY) Bachelor Of Arts in Economics - (UNIVERSITY OF MARYLAND) Leadership And Athletic Experience - August 2015 (University Of Mississippi)