

# Junior Business Unit Manager

## ROBERT SMITH

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### Objective

Top-tier, transformational Junior Business Unit Manager with expertise in capturing opportunities and overseeing turnarounds to drive bottom-line success for diverse organizations. Experienced in Contract manufacturing, Manufacturing, Engineering Quality and Inventory Management.

### Skills

Agile Method, Adobe Photoshop, Social Media Management, Microsoft Office.

### Work Experience

#### Junior Business Unit Manager

**ABC Corporation** - 2007 - 2008

- Global marketing, strategic, operational and P&L responsibility of a \$60M dental instrument portfolio sold through direct and channel distribution.
- Developed product champions to promote products on the podium.
- Led the team through 11 new product launches, generating growth of 12% versus the prior year.
- Spearheaded LEAN portfolio optimization of 500 SKUs and increased operational efficiencies by 21%.
- Fostered an environment of organic growth and hired and mentored 2 Associate Product Managers.
- Implemented a cross-functional, stage-gate development process.
- Instituted a strategic statement process to increase focus on project justification, and ultimately became the basis for elevator speeches, marketing collateral, and press releases.

#### Business Unit Manager

**ABC Corporation** - 2004 - 2007

- Lean manufacturing, Kaizen events, 5S, ACE, 6 Sigma, and continuous improvement practices were successfully implemented with positive results achieved.
- The business unit maintained a 100% quality rating and a 99% delivery rating.
- Cellular technology and pull system methodology was successfully implemented.
- ERP systems were implemented.
- Other responsibilities included training, evaluating, and optimizing the staff.
- This is Dummy Description data, Replace with job description relevant to your current role.
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### Education

BACHELOR OF ARTS in POLITICAL SCIENCE - 2002 (UNIVERSITY OF CALIFORNIA AT LOS ANGELES - Los Angeles, CA)