

# Robert Smith

## *Associate. President and CEO*

### PERSONAL STATEMENT

Scientific and Business Executive with a record of achieving aggressive goals in large pharmaceutical, start-up biotechnology, and medical device companies by positioning capital, people, intellectual property, systems, and internal disciplines for successful long-term growth.

### WORK EXPERIENCE

#### ***Associate. President and CEO*** **ABC Corporation - 2008 - 2011**

##### *Responsibilities:*

- Brought in as the first external executive leader in company history with drive increased profitability and performance.
- Managed all crucial areas of strategic partnering, product development, commercialization, and public and investor relations.
- Established business development strategies, forged partnerships, and led strategic alliance discussions with major biopharmaceutical companies.
- Skills used placed monitors on each floor to allow patrons to see what was going on in the other areas of the facility.
- Accomplishments made it one of the most successful and recognizable restaurants in orange county.
- Skills used placed monitors on each floor to allow patrons to see what was going on in the other areas of the facility.
- Worked closely with the board of directors while executing plans to sell the business.

#### ***President And CEO*** **ABC Corporation - 2003 - 2008**

##### *Responsibilities:*

- Started Fischer Pro as an industrial chemical distribution company.
- Negotiated national contracts with some of the largest companies in the industry from both the supply and demand sides.
- Developed chemical formulations specifically for the targeted market segment; reduced chemical manufacturing cost and stabilized cost simultaneously.
- Assisted with the design and installation of chemical application equipment.
- Hired, managed and trained the national sales team.
- Managed the logistics of the distribution system; cut costs in year two by 30%.
- Had complete P and L responsibility..

### Education

Diploma

### **CONTACT DETAILS**

1737 Marshville Road,  
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(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Adobe Programming,  
Web design, and admin,  
Microsoft Office Suite,  
Video.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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