

# OLIVIA SMITH

Assistant Vice President

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## PROFESSIONAL SUMMARY

Strategic leader with 7 years of experience in driving operational excellence and profitability within financial services. Skilled in developing pricing strategies, enhancing customer relationships, and delivering actionable insights to senior management. Committed to fostering high-performing teams and implementing innovative solutions that align with organizational goals.

## WORK EXPERIENCE

### Assistant Vice President

Blue Sky Innovations

📅 Feb / 2021-Ongoing

📍 Chicago, IL

- 1. Oversee the development and optimization of pricing strategies to maximize profitability.
- 2. Collaborate with marketing teams to craft competitive offers and promotional materials.
- 3. Generate comprehensive departmental reports on performance metrics and market trends.
- 4. Deliver critical economic and financial insights to senior leadership for informed decision-making.
- 5. Conduct in-depth analyses of business performance to drive strategic improvements.
- 6. Communicate strategic recommendations to executives and key stakeholders effectively.
- 7. Support regional marketing initiatives through tailored presentations and collateral development.

### Assistant Vice President

Lakeside Apparel Co

📅 Feb / 2018-Feb / 2021

📍 Chicago, IL

- 1. Supervised daily operations of a consumer loan branch, ensuring compliance with regulations.
- 2. Executed training programs for staff on loan processing and customer service excellence.
- 3. Managed all aspects of business development to increase loan origination volume.
- 4. Executed strategic plans to enhance customer satisfaction and retention.
- 5. Oversaw compliance audits and addressed any discrepancies promptly.
- 6. Enhanced operational workflows to improve efficiency and service delivery.

## EDUCATION

### Master of Business Administration

University of Chicago

📅 Feb / 2015-Feb / 2018

📍 Toronto, ON

Specialized in Finance and Strategic Management.

## SKILLS

Team Leadership



Regulatory Compliance



Stakeholder Engagement



Data Visualization



## ACHIEVEMENTS

- 🌟 Increased profitability by 25% through strategic pricing initiatives.
- 🌟 Streamlined reporting processes, reducing preparation time by 40%.
- 🌟 Developed a customer retention program that improved loyalty scores by 30%.