Robert Smith

President

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SUMMARY

Energetic finance professional with over 10 years' experience translating company performance, capital market news flow, and stock price movements into well-articulated stories. Utilizes extensive operational and financial acumen to analyze key success factors and identify positive catalysts for change.

SKILLS

Microsoft Word, Excel

WORK EXPERIENCE

President

ABC Corporation - 2016 – Present

- Conceptualized and founded an innovative corporation to identify, acquire, and operate an established, profitable small president business from an area of manufacturing, service, and/or distribution.
- Piloted search activities to identify potential investments, with $1-5m in annual revenue and $250k-$750k in free cash flow, performing comprehensive due diligence to ensure prospect viability.
- Cultivated outstanding lender and investor relationships to safeguard commitment and capital for long-term business development.
- Utilizing critical questioning and financial knowledge to determine investment outcomes.
- Completed extensive financial and operational assessment of over 30 potential investment opportunities, led all due diligence activities including industry analysis, competitive positioning, on-site visits, customer and supplier interviews, employee retention, and transition planning.
- Secured a network of investors to raise capital and promote corporate objectives.
- Oversaw legal and accounting deal team operations to ensure compliance and operational integrity.

President

ABC Corporation - 2011 – 2016

- Unlocked strategic relationships and finding synergies with existing and new partners to support the achievement of identified revenue goals.
- Managed long partnerships cycles, to develop relationships that ultimately lead to the formation of technology and product alliances with strategic partners.
- Leveraged relationships with agencies, buyers and DSPs to bring in and increase spend.
- Understood each DSPs strategy and goals and determine how to best align our solutions to drive revenue.
- Gained a full understanding of Dailymotion programmatic platform capabilities and value proposition.
- Became a dynamic voice and an evangelist of the platform in the marketplace.
- Delivered thought leadership and participated in internal and external events, global conferences to attract and bring awareness with potential demand and product partners.

EDUCATION

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Master Of Business Administration in Finance And international Economics - 2010 (GEORGETOWN UNIVERSITY, The Robert Emmett McDonough School Of Business - Washington, DC)Bachelor Of Science in Finance - (UNIVERSITY OF MARYLAND, The Robert H. Smith School Of Business College)B.S. in Biological Sciences - (UNIVERSITY OF MARYLAND - College Park, MD)

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