

ROBERT SMITH

Product Director

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Highly qualified Product Director with experience in the industry. Enjoy creative problem solving and getting exposure on multiple projects, and I would excel in the collaborative environment on which your company prides itself.

2013 - 2014

PRODUCT DIRECTOR - AIRWAY TECHNOLOGIES, INC

- Managed all aspects of the companys NOCvu SCADA product, designed for real-time, remote monitoring, and control of telecom assets to improve Operating Efficiency, Power Reliability, Security, and Network Performance.
- Hired as the technical expert to drive complete product development from initial design through final product release.
- Built real-time cellular SCADA system from the ground up.
- Responsible for establishing features and managing specifications to meet market needs.
- Responsible for direct international sales to C level management.
- Worked with the international sales teams to support sales as the technical expert, a key player in demonstrating value through demonstration and trials of system features and functions.
- Established go to market strategies, procedures, and goals.

2010 - 2013

PRODUCT DIRECTOR - DELTA CORPORATION

- Acted as the product owner of law enforcement and government Software as a Service (SaaS) solutions.
- Product Groups include Domestic Wireless Top-Up, International Top-Up, Handset Leasing, Gift & Debit.
- During the first year, rebuilt eBays International Top-Up platform, making significant improvements to internal discount, commission processes, .
- Generated \$8.5M in new revenue by adding five new product providers to the online product platform Reduced maintenance costs by \$280K and improved.
- Set annual revenue targets across multiple products and geographies, working with finance, business analysts, and country managers to build action plans and staffing goals to achieve results.
- Creative thinker with the ability to summarize complex issues and identify key priorities.
- Marketing collateral including brochures and datasheets.

EDUCATION

Bachelor Of Science

SKILLS

Product Management, Creative skills, Management Skills.