

John Smith

Managing Director

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SUMMARY

Results-driven Managing Director with 10+ years of experience in driving business growth, leading cross-functional teams, and developing strategic partnerships. Proven track record of delivering 25%+ revenue increases, improving operational efficiency by 30%, and enhancing customer satisfaction by 20%.

EXPERIENCE

Managing Director

ABC Corporation • New York, USA • Jan 2018 - Present

Leading a team of 20+ professionals to drive business expansion, improve operational efficiency, and foster strategic partnerships.

- Developed and executed a 3-year business strategy, resulting in 25% revenue growth and 15% increase in market share
- Built and maintained relationships with key clients, resulting in 90% client retention rate and 20% increase in referrals
- Improved operational efficiency by 30% through process optimization, resulting in \$1.2M cost savings
- Led cross-functional teams to launch 5 new products, resulting in 15% increase in sales and 20% increase in customer satisfaction

Director of Operations

DEF Company • London, UK • Jun 2015 - Dec 2017

Managed a team of 10 professionals to optimize business operations, improve customer satisfaction, and drive process improvements.

- Developed and implemented a process improvement plan, resulting in 20% reduction in costs and 15% increase in productivity
- Improved customer satisfaction by 25% through enhanced customer service and support
- Led a team to launch 2 new products, resulting in 10% increase in sales and 15% increase in market share
- Built and maintained relationships with key suppliers, resulting in 10% reduction in procurement costs

EDUCATION

Master of Business Administration

Harvard Business School • Boston, USA • 2008 - 2010

MBA • 3.8/4.0

Bachelor of Science

Stanford University • Stanford, USA • 2004 - 2008

Bachelor of Science in Business Administration • 3.5/4.0

SKILLS

Strategic Planning
Leadership
Operational Management
Marketing
Financial Management
Data Analysis
Communication
Team Management

LANGUAGES

English • Native
Spanish • Fluent
French • Intermediate

STRENGTHS

Strategic Thinking

Ability to develop and execute strategic plans to drive business growth and improvement

Leadership

Proven ability to lead cross-functional teams to achieve business objectives

Communication

Excellent communication and interpersonal skills to build and maintain relationships with clients, suppliers, and team members

CERTIFICATES

Certified Management Consultant (CMC)

Institute of Management Consultants

2012

Certification in management consulting

Six Sigma Black Belt

American Society for Quality

2015

Certification in process improvement and quality management

AWARDS

Managing Director of the Year

ABC Corporation • 2019

Award for outstanding leadership and
business achievements

Innovation Award

DEF Company • 2016

Award for developing and implementing
innovative solutions