

JASON SMITH

Director

1515 Pacific Ave, Los Angeles, CA 90291, United States

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Place of birth *San Antonio* Driving license *Full*

LINKS

[Resume.io](#), [Resume Viking](#)

PROFILE

Focused Program Director passion for lifelong learning and programme enhancement. Share a love for early childhood development programmes. Have distinguished experience in management of daycares and schools in the public and private sectors. Trainer in instructor evaluation and student engagement.

EMPLOYMENT HISTORY

❖ **Director, ABC Tradomg** Feb 2021 — Feb 2021
Millau

Tasked to develop sales department into a strong, sales orientated team with incentive plans for individuals and teams, as well as promoting a proactive sales force engagement for sales divisions across all regions amounting to 1500 employees in total

- Responsible for good practice drive in the company, helping line managers to implement company's goals for good practice and self development
- Managed to double the engagement scores for largest region of operations within the 18-months since taking up the responsibility and measured by organizational engagement and culture surveys
- Nominated to be part of TAP (talent acceleration program) for employees across international affiliates
- Listed as one of the top 3 participants in the TAP program with a special mention of managerial competencies

❖ **Director, YDE Fashion** Jan 2011 — Dec 2018
Novara

Headed the team responsible for mid-term financing planning and decisions and responsible to report on the financial statements of the company to the Board of Directors on monthly basis

- Acquired a new accounting program and assisted in the roll out of the new controls and financial processes across departments
- Manage the daily financial responsibilities of the company, in charge of cash flow and decisions related to short-term cash
- Assisted human resource with payroll and year-end tax reporting
- Responsible for the company's compliance with federal, state, and local laws and regulations.
- Assisted in fundraising events and oversaw fundraising projects and reports
- Handled the legality and administration of all donations and year-end reporting on company donations to tax authority

EDUCATION

❖ **Harvard University** Jan 2017 — Apr 2018
Masters in Business Administration

❖ **University of Arizona** Jan 2013 — Dec 2016
Bachelor of Financial Accounting Hot Springs

SKILLS

Capital Structure Analysis	<i>Expert</i>	Strategic Planning	<i>Expert</i>
Mergers and Acquisitions	<i>Expert</i>	Board Presentations	<i>Expert</i>
Policy Development	<i>Expert</i>		

COURSES

❖ **Advanced Certificate in Corporate Governance** Feb 2021 — Feb 2021
INSEAD Business School, Online

❖ **Critical Thinking Principles Course** Jan 2018 — Dec 2019
American Management Association (AMA), Los Angeles, CA

LANGUAGES

Spanish *Native speaker* English

ACHIEVEMENTS

❖

- Demonstrated 87% growth for a portfolio of different brands in the organization
- Achieved 119% of a specific quota in 2013
- Directly responsible for leading half of the company's sales force, including six regional managers and 25 sales staff
- Responsible for setting and executing a regional strategy to drive \$1B in revenue in 2014