

JASON SMITH

Director

DETAILS

ADDRESS

1515 Pacific Ave
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PLACE OF BIRTH

San Antonio

DRIVING LICENSE

Full

LINKS

[Resume.io](#)

[Resume Viking](#)

SKILLS

Capital Structure Analysis

Mergers and Acquisitions

Policy Development

Strategic Planning

Board Presentations

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

Millau

Feb 2021 — Feb 2021

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

Novara

Jan 2011 — Dec 2018

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

LANGUAGES

Spanish

English

- 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
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EDUCATION

Masters in Business Administration, Harvard University

Jan 2017 — Apr 2018

Bachelor of Financial Accounting, University of Arizona

Hot Springs

Jan 2013 — Dec 2016

COURSES

Advanced Certificate in Corporate Governance, INSEAD Business School, Online

Feb 2021 — Feb 2021

Critical Thinking Principles Course, American Management Association (AMA), Los Angeles, CA

Jan 2018 — Dec 2019

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