



JASON SMITH

DIRECTOR LOS ANGELES, CA 90291, UNITED STATES 3868683442

◦ DETAILS ◦

1515 Pacific Ave
Los Angeles, CA 90291
United States
3868683442
email@email.com

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

◦ LANGUAGES ◦

Spanish

English

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 at ABC Tradomg, Millau

February 2021 — February 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 at YDE Fashion, Novara

January 2011 — December 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
- 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

Masters in Business Administration, Harvard University

January 2017 — April 2018

○ Bachelor of Financial Accounting, University of Arizona, Hot Springs
January 2013 — December 2016

✿ COURSES

○ Advanced Certificate in Corporate Governance, INSEAD Business School, Online
February 2021 — February 2021

○ Critical Thinking Principles Course, American Management Association (AMA), Los Angeles, CA
January 2018 — December 2019

★ ACHIEVEMENTS

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- 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