

Jason Smith, Director

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

Place of birth	San Antonio	Driving license	Full
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LINKS	Resume.io , Resume Viking
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PROFILE	<i>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.</i>
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EMPLOYMENT HISTORY

Feb 2021 — Feb 2021	Director, ABC Tradomg	Millau
	<i>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</i>	
	<ul style="list-style-type: none">Responsible for good practice drive in the company, helping line managers to implement company's goals for good practice and self developmentManaged 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 surveysNominated to be part of TAP (talent acceleration program) for employees across international affiliatesListed as one of the top 3 participants in the TAP program with a special mention of managerial competencies	

Jan 2011 — Dec 2018	Director, YDE Fashion	Novara
	<i>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</i>	
	<ul style="list-style-type: none">Acquired a new accounting program and assisted in the roll out of the new controls and financial processes across departmentsManage the daily financial responsibilities of the company, in charge of cash flow and decisions related to short-term cashAssisted human resource with payroll and year-end tax reportingResponsible for the company's compliance with federal, state, and local laws and regulations.Assisted in fundraising events and oversaw fundraising projects and reportsHandled the legality and administration of all donations and year-end reporting on company donations to tax authority	

EDUCATION

Jan 2017 — Apr 2018	Masters in Business Administration, Harvard University	
Jan 2013 — Dec 2016	Bachelor of Financial Accounting, University of Arizona	Hot Springs

SKILLS	Capital Structure Analysis	Expert	Strategic Planning	Expert
	Mergers and Acquisitions	Expert	Board Presentations	Expert
	Policy Development	Expert		

COURSES

Feb 2021 — Feb 2021	Advanced Certificate in Corporate Governance, INSEAD Business School, Online
Jan 2018 — Dec 2019	Critical Thinking Principles Course, American Management Association (AMA), Los Angeles, CA

LANGUAGES	Spanish	Native speaker	English
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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