



# Jason Smith

DIRECTOR

## Details

1515 Pacific Ave  
Los Angeles, CA 90291  
United States  
3868683442  
[email@email.com](mailto:email@email.com)

### DRIVING LICENSE

Full

### PLACE OF BIRTH

San Antonio

## 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, 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, 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

## 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