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# John Smith

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## BUSINESS CONSULTANCY / DIRECTORSHIP

♦ Closing Deals - Marketing - Negotiating - Business Development ♦

Results orientated and well networked with a tenacious but influential approach to B2B development. Broad range of experience from the creation of new market opportunities, expanding distribution and introducing new products, through to the establishment of effective sales force controls to developing the necessary management expertise for changing circumstances in the market place. Now looking to make a continued significant contribution (and live with my wife and two boys in Toronto, Canada), preferably as a partner or a Senior Executive in a company that is financially strong and has ambitions for growth.

## EDUCATION

<b>BA Degree</b>	Business Management (University of North Carolina)	1981
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## CURRENT PROJECTS AND SIGNIFICANT ACHIEVEMENTS

### Company A

**2002 - Present**

- Turned around the consumer division (so the investors would not close it) from a loss making business (\$US 125-250 per Annum over the past 6 years) to profit of \$180K by the end of year one.
- Assisted in the presentation to the investors for turning the company public.
- Reduced dead inventory from \$250k to \$60k.
- After accomplishing the above, the Pharma Marketing Division (OTC products) was assigned to me.
- Upon restructuring both the Consumer and PMD divisions, I was asked by the Chairman to appoint managers for each division and move to the Head Office.
- Rewrote the company's policies and procedures.
- Developed the IT network (controlled procedures, budgets, created a module to automate the pricing of tenders since 5 to 20 are done daily and now capturing all historical data including the competitors bids, changed reports to reflect margins, and changed bonuses from adhoc to performance base).

### Company B, Kuwait

**Jan 05 - Present**

- Established this software solutions company with \$600K paid up capital, obtained 10% ownership for overlooking the management.
- Employing 6 Oracle programmers and 12 employees in total.
- Achieved the ISO accolade within two months.
- Presently finalizing gap analysis on all of the software with E&Y [2OTC products and 13 modules for ERP].
- Forecasted revenues for 2007 to be \$US 250K.

### Company C

**2002 - Present**

- Established this company with \$100K paid up capital and obtained 49% ownership for managing the company.
  - Brought in an Italian company and a Dutch company dealing in automated parking.
  - Achieved the exclusive distribution for Kuwait on specialty machines that removes salmonella from egg shells for the hospitality and medical industries. In the process of gaining 3 tenders. Total business volume of \$US1.5 Million expected for 2007-08.
  - On target to yield over \$1.5M net about \$300 to \$400k this financial year (2007-08).
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## SELECTED PREVIOUS PROJECTS AND ACHIEVEMENTS (CONTINUED)

### **Self-Made Company X**

2002 - 06

*"I created this Canadian based company with my brother in law".*

#### Company D (2002-03)

- Negotiated, signed and bought the franchise for the region from Canada. Thereafter, sold it as a going concern.

#### Company E, Dubai (2005-06)

- Acquired the Franchise of Hooters (1 of 15 contenders) from the USA for Dubai and Lebanon and now looking for a location to open in Dubai.

#### Company F (2004-06)

- Negotiated the exclusivity of Manganese Bronze Company's London taxi business for the Middle East Region.
- We brought in an Investor (as a partner) who bought 2 cars with Gulf specifications to be tested in Kuwait and Dubai.

### **MANAGING DIRECTOR (from Trainee)**

1982 - 02

#### Company G

*(Family Business - Chain of 7 high end clothing stores)*

- Introduced a range of top brands and distribution rights into the consumer division from Estee Lauder Co..
- Sourced, developed and created new packaging for Hershey's chocolates for the entire Gulf Region.
- Appointed distributors throughout the region and maintained the right of distribution for Kuwait.
- Turned around the loss-making heavy duty kitchen, laundry and bakery equipment sales division and made the company "Kitcherama" a market leader.

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## TESTIMONIAL STAR EXAMPLES

### ***Team Leadership and Negotiation Skills:***

- **Situation:** Convincing the Belarus government to sign with the US government to barter a deal to pay for the Chernobyl Nuclear clean-up after a three month deadlock.
- **Task / Action:** John Smith created a team of 5 from different continents. Once in Belarus he identified the cause for the deadlock, thereafter he met with key manufacturers and negotiated with the Belarus officials.
- **Result:** He pleased all parties concerned and resolved the deadlock after securing an agreement after ONLY 3 DAYS!

### ***Vision and Management:***

- **Situation:** In 1985, one Sales Manager was running the whole sales division and \$4.2 M in annual sales. John Smith identified many setbacks in potential growth.
- **Task / Action:** He introduced a new management style and instead of having one Sales Manager running the whole operation he appointed young managers for each significant brand or multiple small brands.
- **Result:** This more than doubled the sales of the division within the 2 two years of implementation.

*Further STAR examples / testimonials available on request.*

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## PERSONAL

**Interests and Pastimes:** Swimming, hiking, travelling, closing deals.  
**Languages:** English, French and Arabic.

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