

BOB SMITH
5418 Brown Street
#512
Toronto, On M2Z 6X4
(416) 293-4543
bobsmith200@hotmail.com

Objective: Development Specialist position

HIGHLIGHTS OF QUALIFICATIONS

- A multi-lingualist with over 10 years experience trading, exporting, selling and developing uncharted markets for commodities and consumer goods worldwide.
- A visionary and pioneer whose expertise includes international trade, retail franchising and business start-ups.
- An entrepreneurial driven professional with an extensive international network.

OPERATIONAL KNOWLEDGE

- SGS inspection
- Letters of credit
- Financial acumen
- Purchasing/negotiating
- International money markets
- Shipping – sea, air
- Importing/exporting
- Government protocol
- Sales & marketing
- Payroll/scheduling

BUSINESS EXPERIENCE

Business Development

- Built customer base of African consumer goods companies in three countries securing orders of \$1.8MM (U.S.) in annual sales in three weeks.
- Created a demand for obsolete stock for a sporting footwear company to European buyers, generating \$500K (U.S.) in three months.
- Exported \$2MM of brand name soft drinks to U.K. based wholesalers taking advantage of currency fluctuations.
- Shipped \$800K annually of household commodities to Caribbean retailers and distributors.
- Exported sporting goods footwear and apparel to Africa and Europe from Europe, Canada and the Far East.

Operations

- Bought and operated two franchises, bakery and coffee café, re-negotiated leases and renovated the premises.
- Recruited, interviewed, hired and fired staff for retail and trade operations – managed 7 to 35 staff per company.

Business Experience, continued

- Developed cash flows with accountants and progress reports with sales staff to track progress and performance.
- Purchased used clothing, food products, commodities and consumables; negotiating prices, delivery and terms with suppliers and buyers in Europe, U.S.A. and Canada.
- Organized shipping logistics including booking freight, calculating weights, and volume, negotiating freight rates and transit times.

WORK EXPERIENCE

Marketing & Sales Manager Astoria International, Inc, Toronto <i>(used clothing sorting and grading)</i>	2000-present
Management Consultant 1376464 Ontario, Inc. <i>(sporting footwear retailer)</i>	1999-2000
Management Consultant Extracor, Inc. <i>(consumer goods trader)</i>	1989 - 1999

EDUCATION

Sales and Marketing courses University of Toronto	2001
Marketing 1 & 11 courses Seneca College, Toronto	2000

BUSINESS AFFILIATIONS

Member, Toronto Board of Trade	1990 – present
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COMMUNITY INVOLVEMENT

Canvasser for Cancer society	1995 - present
Bi-weekly Reader for CNIB client	2001 - present

INTERESTS

Singing, curling, sailing