

# John A. Smith

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**Objective:**

**MBA candidate with consulting experience seeks position in management consulting. Proven analytical, technical, and interpersonal skills. Ability to thrive in an intense team oriented environment that involves performing analysis and building strong relationships in order to add significant value to clients.**

**Education:**

**MBA, The University of North Carolina at Greensboro (3.8 GPA)**

May 2007

**B.A., Economics, Virginia Tech University**

May 2005

**Professional Experience:**

**Settlement Organization - Raleigh, NC**

June 2006 - Present

Associate Consultant

- Performed financial analysis on companies with \$100 Million-\$1 Billion in revenue, providing value for the client by benchmarking the data against industry averages
- Analyzed completed job data and compiled corresponding PowerPoint presentations- generated significant billable revenue and added value for the client by allowing them to identify successes and failures
- Interviewed client's employees and customers to gather information pertinent to organizational success enabling Settlement Organization to provide higher quality and more feasible recommendations to the clients
- Co-developed new organizational structure charts to present to clients an alternative structure that provides single point accountability
- Conducted industry wide surveys and resulting quantitative analysis to garner more information which can add value to clients
- Created several excel based tools that:
  - Automate analyses which reduce the time required to perform an effective analysis
  - Provide more comprehensive analysis to client therefore significantly increasing the billable amount for respective projects
- Performed compensation analysis and developed new compensation structures where needed

**New England Financial - Riverside, NH**

January - August 2004

Financial Advisor

- Performed security analysis and created and maintained portfolios for clients
- Co-ran several fundraisers; assisted in planning, presentation, and hosting to raise money for various causes
- Successfully ran four seminars on financial planning, tax strategies, estate planning, and college planning
- Built relationships with local businesses; conducted presentations on 401k/retirement planning
- Actively provided advice on trading stocks, bonds, options, MARS, ARPS, etc.

**The Chesapeake Team - Hillsville, VA**

May 2003 - January 2004

National Accounts Manager

- Managed six nationwide service representative organizations
- Consistent use of Microsoft Excel in analyzing profit and sales performance of 60+ SKU product line throughout the country
- Worked with buyers (Home Depot, Wal-Mart, Lowe's, and K-Mart), expanding product line, increasing cross merchandising opportunities, and creating promotion schedules
- Participated in product design and cost/commission negotiation
- International Experience - Dealt with parent company in France, factories in Malaysia and Tunisia
- Attended several trade shows (Automotive Aftermarket) expanding business and building network

**New World Inc. - NH, VA, NC**

July 2001 - January 2005

Senior Salesperson

- Sold consumer electronics on a commission basis
- Consistently ranked #1 in the district (300+ employees) in an evaluation of sales, profitability, cell phones, warranties, credit cards, etc.
- 5 Time Recipient of Best Regional Sales Award