

Anthony Smith

Experienced CEO looking to help build company

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I have been running a business for 12 years. Personally, I've grown tired of going at it alone would like to find a partner, group or company. I am a LISENCEED contactor in the state of Florida can qualify a business.

Bachelors degree in Renewable Alternative Energy. Can create a business module and provide consulting for the quickest growing market in the globe.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

President, CEO and Founder

Liberty roofing group - Miami, FL

March 2008 to Present

Running an entire multi million dollar business:

Sales

Marketing

Human resources

Purchases

Scheduling

Dispatch

Material ordering

Osha enforcement

Customer service

Estimator

Administration

Accounting

Inventory

Permit process

Blueprints

Inspection

Consulting

Roof Mechanic

NOA recognition

Business development

Education

Bachelor's in Alternative and Renewable Energy

Everglades University - Miami, FL
Present

Associate in Business Administration

Miami Dade college - Miami, FL

Skills

- Account Management (10+ years)
- CRM (7 years)
- Cold Calling (10+ years)
- Data Entry (10+ years)
- Inventory Management (10+ years)
- Powerpoint (10+ years)
- Sales (10+ years)
- Salesforce (3 years)
- Branding (4 years)
- Business Development (10+ years)
- Roofing (10+ years)
- Sales Management (1 year)
- Negotiation (10+ years)
- Branding (5 years)
- Business Development (8 years)
- Mechanic Experience
- Negotiation (10+ years)
- Product Development (6 years)
- Roofing (10+ years)
- Sales Management
- Microsoft Office (10+ years)
- Eagleview (4 years)
- Jobnimbus (7 years)
- Salesforce (Less than 1 year)
- Sales Experience (10+ years)
- Microsoft Office (10+ years)
- Web Design (Less than 1 year)
- Web Development (Less than 1 year)
- IoT (Internet of Things) (Less than 1 year)
- Inventory Control (4 years)
- Leadership Experience (10+ years)
- English (10+ years)
- Spanish (10+ years)

- Leadership Training (7 years)
- Leadership Training (3 years)
- E-Commerce (Less than 1 year)
- Management Experience (10+ years)
- Roofing (10+ years)
- Restoration Industry Experience (3 years)
- Analytics (8 years)
- Public Relations (1 year)
- Strategic Planning (5 years)
- B2B Sales
- Presentation Skills
- Product Management
- Digital Marketing (1 year)
- SQL
- User Experience (UX)
- Time Management (10+ years)
- Construction Experience (10+ years)
- Project Management (10+ years)
- Construction Estimating (5 years)
- Project Management Software
- Agile
- Email Marketing
- HTML5
- Pricing (2 years)
- User Interface (UI)
- WordPress
- Computer Networking
- Search Engine Optimization (SEO) (3 years)
- Microsoft SQL Server
- MySQL
- Application Development
- Outside Sales
- JavaScript
- Java
- Scrum
- APIs
- XML
- CSS

Links

<http://www.libertyroofinggroup.com>

Certifications and Licenses

Roofing Contractor

March 2008 to May 2019

Assessments

Filing & Organization — Proficient

September 2019

Arranging and managing information or materials using a set of rules.

Full results: [Proficient](#)

Sales: Influence & Negotiation — Highly Proficient

May 2019

Measures a candidate's ability to effectively use influence and negotiation techniques to engage with and persuade customers.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Planning & Execution — Proficient

May 2019

Measures a candidate's ability to effectively plan and manage resources to accomplish organizational goals.

Full results: [Proficient](#)

Work Style: Conscientiousness — Proficient

May 2019

Measures a candidate's tendency to be rule-abiding, well-organized, hard-working, confident, and think before acting.

Full results: [Proficient](#)

Project Timeline Management — Proficient

May 2019

Measures a candidate's ability to prioritize and allocate time to effectively achieve project deliverables.

Full results: [Proficient](#)

Management & Leadership Skills: Impact & Influence — Expert

April 2020

Adapting leadership style to accomplish goals using rational or emotional appeal.

Full results: [Expert](#)

CRM Skills with Salesforce — Proficient

April 2020

Knowledge of Salesforce objects, fields, and processes.

Full results: [Proficient](#)

Project Management Skills: Budgeting — Highly Proficient

April 2020

Managing project budgets by appropriately allocating and monitoring financial resources.

Full results: [Highly Proficient](#)

Supervisory Skills: Interpersonal Skills — Highly Proficient

April 2020

Fostering a collaborative environment and conducting difficult conversations.

Full results: [Highly Proficient](#)

Sales Skills — Highly Proficient

July 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Highly Proficient](#)

Outside Sales — Highly Proficient

August 2020

Actively listening and responding appropriately; performing common sales calculations.

Full results: [Highly Proficient](#)

Work Style: Reliability — Highly Proficient

September 2020

Tendency to be dependable and come to work.

Full results: [Highly Proficient](#)

Management Fit — Highly Proficient

September 2020

Measures the traits that are important for success in management positions.

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.