

Richard Bens

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Overview of Qualifications

- ☑ Results-producing executive with extensive experience in business development and management.
- ☑ Expert at boosting sales through effective HR management and marketing programs.
- ☑ Experienced in establishing new business relationships with key industry executives.
- ☑ Effective at increasing operations efficiency through process improvement tools.
- ☑ Adept at financial management and strategic planning within a demanding environment.

PROFESSIONAL EXPERIENCE

Ground & Seth Electronics, New York, NY

Executive Director • 2011 – 2016

- Provided guidance and oversight of all operations management functions in the company.
- Coordinated the implementation of sales and marketing programs that have doubled the income of the company within 14 months.
- Initiated process improvement tools in HR Department that resulted in the enhancement of its performance and results.
- Established and developed new relationships with key Latin American industry executives.
- Defined budgeting and profitability objectives within the assigned areas.
- Achieved profit contribution of 52 % of sales through effective marketing management.
- Won multi-million dollar contracts with key partners in the USA.

Business PRO Development, New York, NY

Chief Executive Officer • 2004 – 2011

- Provided oversight of all business operations, assuring smooth functioning of the company.
- Coordinated the development of the company's values, mission, plans, and vision.
- Oversaw the fiscal activities of the company; approved budgeting plans and reporting procedures.
- Supervised managers who implemented programs and services to ensure cost-effective maintenance of all company initiatives.
- Collaborated with Board members to ensure full funding and support of all programs.
- Developed and implemented standards, controls, and procedures for the evaluation of programs and projects of the company.
- Supervised managers of the company and department heads to ensure high efficiency of the operations and achieve good coordination between team leaders.

OTHER EXPERIENCE

CityScape Foundation, New York, NY

General Manager • 2000 – 2004

VT Networking Center, New York, NY

Assistant Manager • 1994 – 2000

EDUCATION & TRAINING

New York University, New York, NY

Master's Degree in Management

New York University, New York, NY

Bachelor's Degree in Management

PRO Training Center, Baltimore, MD

Strategic Planning & Management Certificate