

RAMONA W. SMITHERS

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INTERNATIONAL BUSINESS DEVELOPMENT

Professional Profile

Record of success in global business development, strategic planning, R&D, product management, team building, trade finance, and relationship building. Results-driven enterprise manager with proven ability to motivate and inspire teams, manage complex mega-projects, and consistently meet revenue and growth goals.

- Dedicated team leader with expertise in managing large organizations and multi-national teams.
- Broad global and multicultural experience; skilled in building and managing international business relationships.
- Strong analytical and computer skills. Extensive knowledge of technology in business.

Core Competencies:

Startup Management
Strategic Planning
Global Distribution

Product Development
Partnership Development
Contract Negotiation

Financial Planning
Goal Setting
Risk Analysis

Experience Summary

BC CORPORATION – Tulsa, Oklahoma

Director, Global Business (2002-Present)

Managed \$200 million global business operation (manufacturing, R&D, product development, technical support, sales and marketing) in Asia, Latin America, Europe, and the US. Developed business plans, pricing strategies, strategic selling programs, and marketing initiatives.

XYZ CORPORATE LTD. – Tulsa, Oklahoma

Manager, International Business Development (1998-2002)

Led international business development efforts across all corporate companies linked with crude oil trading, production, and manufacturing.

Regional Manager, Distribution (1995-1998)

Led regional planning, scheduling, and analysis to support product distribution worldwide. Negotiated and developed commercial supply and offtake agreements with national companies and multi-corporation consortiums.

Supply Operations Analyst (1988-1992)

Member of corporate supply and distribution team. Held positions of increasing responsibility in supply and logistics analysis/planning to support operations in the US, Asia, Africa, the Middle East, Europe, and Australia.

Education

TULSA UNIVERSITY – Tulsa, Oklahoma

B.S. Mechanical Engineering (1987)

ADDITIONAL TRAINING:

- Project Management
- Negotiation Skills
- Project and Trade Finance
- Management Leadership
- Quality Management