

**Erin M. Smith**  
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## Overview

Innovative, visionary & driven individual with 11+ years of demonstrated success has well-developed skills in project management, team leading, marketing, sales and administration.

### Core Competencies

- Project team leading
- Strategic project planning
- Management skills and systems
- Data management and analysis
- Fiscal management
- Employee training
- Sales & Marketing
- Operational cost reduction

## Professional Experience

**Business Owner, The Stitch Smith, 2002-current**  
Greenwood, Indiana

The Stitch Smith produces decorated apparel and promotional products.

### Current Responsibilities

Responsible for entire company operations

Oversees 5 employees

Responsible for interviewing, hiring, and termination

Produces semi-annual assessments with specific recommendations and goal-setting

Conducts training

Designs product improvements and innovations

Analyzes products and services for cost and time efficiency

Tests new systems

**VP Sales & Marketing**  
**Best Cabinets, Inc.**

**Feb-Aug 08**

Part time consultant leadership position involving staff development, product development as well as overseeing sales and marketing team for local cabinet company that is rapidly expanding to achieve a regional presence in the Mid-West.

## Previous Experience

**Membership Associate** 2002-2004  
**Greater Greenwood Chamber of Commerce**  
**Greenwood, IN**  
Instrumental for increasing Chamber membership to over 600 to bring on full time Membership Director.

**Case Manager** 1999-2001  
**Middle Tennessee Medical Center, Murfreesboro, TN**

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Participated in developing joint Nurse/Social Worker teams for entire hospital to aid in discharge planning for patients.

**Instructor** 1999-2000  
**Middle Tennessee State University, Murfreesboro, TN**  
Taught Freshman 101 for 2 semesters.

**Executive Director** 1998-1999  
**Outlook Pointe, Murfreesboro, TN**

Built, managed and oversaw building of assisted living facility as well as opening of the facility.

## Education

**Bachelors of Social Work (BSW), 1993**  
**Middle Tennessee State University**  
Minor in Psychology

**Masters of Social Work (MSSW), 1997**  
**Kent School of Social Work, University of Louisville**  
Minor in Administration