

# EDUARDO RODRIGUEZ

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<b>Objective</b>	<b>Business Management Leader and Entrepreneur.</b> Utilize my 20 years of experience to identify and seize viable opportunities for expansion and innovation to further grow them into profitable and valued enterprises with loyal customers.
<b>Areas of Expertise</b>	<ul style="list-style-type: none"><li>- Business management and development</li><li>- Strategic and tactical planning</li><li>- New business set up</li><li>- Investment and economics</li><li>- Cost control analysis</li><li>- Team building and leadership</li><li>- Personnel recruiting and training</li><li>- Opportunity identification</li><li>- Process improvements and creation.</li></ul>
<b>Experience</b>	<b>Electronic Recycling Center, Inc. 2007 - Present</b> President/Owner <ul style="list-style-type: none"><li>• Developed and implemented a self-funded electronic recycling company from the ground up by creating a business plan and operations strategy, utilizing only environmental friendly procedures.</li><li>• Turned company into a \$1M+ enterprise.</li><li>• Minimized overhead through successful business management.</li></ul> <b>Laser Center, Inc. 1997 - 2007</b> President/Owner <ul style="list-style-type: none"><li>• Developed and implemented a self-funded printer supply company.</li><li>• Turned business into a certified Hewlett Packard service center.</li></ul>
<b>Education</b>	South Miami High – High School Degree. 1993
<b>Skills</b>	Consummate professional with a high degree of customer relations skills. Possess outstanding communication and presentation abilities. Effectively market tangible/intangible products and services; skilled in persuasive presentation and profitable negotiation.
<b>Leadership</b>	Entrepreneur who grew two businesses from start-up to a \$1M+ in annual sales through effective business planning, creative sales techniques, and innovative marketing. Active participant at environmental events and drives like Adopt a Tree, FIU recycling drives, Dade County and Broward County recycling events. Implemented fundraising programs through the recycling of electronics in more than 10 schools and churches.
<b>References</b>	Available upon request.