



RBCGISolutions

Engaging and Effective Human Impact Consulting



Kimberly Rooks
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RBCGISolutions



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An Introduction to Kimberly Rooks

My talents, knowledge, methodologies, and traits have been both birthed and nurtured through firsthand experience. I have over 25 years of senior leadership experience. However, I understand that one never ceases to learn and grow, and the roles of teacher and student are ever changing based on the circumstances and dynamics one is facing. My public and private consulting support experience has strengthened my rapid-assessment skills. Exposure to diverse and fluid working environments has made me adaptable to changing environments. While having managed teams in high-paced environments, I have honed my communications skills. My skills are equally strong in business development, client management, team development, and external partner/stakeholder arenas. Since 2015, I have been bringing my strategic and leadership skills to underserved communities.

Proficiencies

- Strong Advocacy Skills
- Market Trend Expertise
- Controls Systems Enhancement
- Public Relations Understanding
- Recruiting and Hiring Top Talent
- Relationship and Team Building
- Effective Communicator and Public Speaker
- Change and Growth Management
- Leadership and People Development
- Organizational Development
- Operational Analysis • Business Development
- Employee Motivation and Performance
- Complex Problem Solving
- Executive Leadership
- Integrity and Transparency
- Risk Management
- Relationship Management
- Strategic Planning
- Business Alliances

Experience

RBCGI Solutions | Melbourne, FL

CEO (Chief Executive Officer) - Senior Client Consultant

06/2007 - Current

- Leads organization by establishing business direction and actualizing operational plans to meet goals.
- Built high-energy, forward-thinking team to modernize legacy operations and keep organization agile in changing conditions.
- Established and oversaw strategic business actions and streamlined operations.
- Controlled business direction changes and provided support during restructurings.
- Assessed company operations with various teams to develop strategies for improvement and expansion into new markets.
- Eliminated company bottlenecks, reduced financial obstacles, and addressed work constraints to promote overall growth.
- Created functional working models that allows for more effective client engagements and the achievements of viable healthy performance results.
- Engaged in risk management by reviewing proposed actions and employee conduct and assessing potential liability.
- Identifies and negotiates project sub-partner networks (if required).
- Leads client training initiatives when focusing on addressing human impact strategy goals.

Additional Consulting Services Roles

Jordan, Jones & Goulding (JJG)

Client Manager/Territory Manager

11/01/2001 – 06/02/2007

Multi-Discipline Engineering Firm

Rooks Business Consulting Group

Owner – Client Manager

04/01/1997 – 11/01/2001

Business Improvement & B2B Client Development

ES2

Executive Director

02/01/1995 – 04/01/1997

B2B Business Development Call Center

Education & Training

Professionally Trained | United States
Human Development

- Completed professional development in client management, team development, and performance/operational rapid assessments.
- All skillsets have been (and continue to be) learned, cultivated, and strengthened through hands-on real experiences.

Accomplishments

- In my career I have supported entities with revenue ranges between \$10 million to \$3 billion.
- Successfully realigned businesses and divisions while they were in full-operations mode.
- Have supported revenue growth in combined excess of over \$1.2 billion.
- Grown market share over 40% in less than 2 years while tasked with rebuilding the underperforming market presence.
- Created a highly effective new program that significantly impacted efficiency and improved operations.
- Have been a featured trainer for various governmental entities for their small and midsize businesses (special emphasis on female and minority owned).
- Featured trainer for major corporate mentors of the Georgia Governor's Mentor Protégé Program.
- Through hands-on engagement and advocacy have supported the betterment initiatives in underserved communities in Georgia and Florida.

Guiding Beliefs

Leadership is not defined by a title or a position. Leaders are those who are willing to lead by example and stand side by side with all who are important to healthy outcomes. Growth comes through experience. Therefore, I am always growing because I am always open to new experiences.