

Rob Eberstein

Senior Consultant & Transformation Leader



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With over 20 years experience in the consulting, retail and the CPG industry, I've helped a variety of companies to increase profitability and reduce costs by applying simple processes, clear accountabilities and easy to use systems. Improving performance means listening to my clients and asking the right questions so I can get the answers necessary to implement the most powerful solutions for their success.

I empower business leaders and teams to make great change within their companies by giving them the tools to streamline key processes and projects. The **Smartsheet work execution platform**, allows me to provide strategies that enable them to achieve greater visibility, transparency and accountability, meaning things happen when they are meant to.

Analytical in nature, I'm able to synthesize data from multiple sources to help the end goal, which is to "make things better". I relish any challenge that will allow me use these skills to identify ways to improve the profitability of businesses around the globe.

Select Accomplishments

Assists organizations with process development, change management consultancy, training and solution development on **Smartsheet**.

Provides professional consultation services to various commercial, project and IT teams to implement new processes and systems.

Develops solutions that make complex processes simple.

Leads cross functional projects and works effectively with individuals across various departments (Commercial, IT, Finance, Operations) and in various time zones.

Presents complex data clearly, to turn into competitive advantages, whether that be sourcing, supplier negotiations or sales opportunities.

Delivers experience on an international level.

Professional Highlights

- **Smartsheet Certified.**
- Developed the Go to Market process at Arla Foods and implemented Smartsheet (Including Control Centre).
- Negotiated £10m cost savings at Sainsburys supermarkets.
- Developed the sourcing process of mobile accessories at **Best Buy EU**, working with teams over three continents.
- Developed & lead Category Management processes at leading UK retailers:
 - **Carphone Warehouse**
 - **eBay**

About avantage

For 12 years, Avantage has been building a trusted brand, engagement by engagement. We are privileged to serve the organizations we work with, that include some of the most recognized brands in the world.

Our growth strategy is based on providing the specialized skills required to help our leading enterprise clients adopt the modern capabilities required to compete and innovate in a disruptive world. With a results based approach, we combine great people with advanced IP, tools and systems, that positions us a notch above in a highly competitive marketplace.

