

ROBERT SMITH

Marketing And Sales Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

9 years of experience as a Sales Executive. Results-driven achiever and effective team leader with exceptional interpersonal skills. Highly flexible and adaptable performer; adept at multi-tasking and thriving in a fast-paced environment while coordinating numerous time-sensitive projects. Able to work on own initiative and as well as a part of a team.

CORE COMPETENCIES

Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Written Communication, Time Management, Problem Resolution, Organizational, Self Starter, and Positive Outlook.

PROFESSIONAL EXPERIENCE

Marketing And Sales Executive

ABC Corporation - March 2008 – September 2016

Key Deliverables:

- Managed sale team, for achieving assigned targets of wireline & wireless data products.
- Managed & assist franchisees and distributors for sales target achievement.
- Developed & managed retailers (product availability, product visibility).
- Managed companys promotional activities (kiosk activities, door-to-door services) compliance with franchisee and affinity partner to bridge company policy to increase in business.
- Achievements active sale person award 2012-2013 for wireless data products.
- Retailers added/ introduced for wireless data products sales on personal relationships.
- Successfully achieved wireless & wireline products targets for 2008-2016.

Asst. Manager Business Development

ABC Corporation - September 2007 – February 2008

Key Deliverables:

- The company specializes in the supply, installation, commissioning of telecommunication systems as well as the supply of trained manpower to the telecommunications industry around the world.
- Main areas of activity are turnkey contracting for networking & system application, inventory handling, and local importation and other services covering the majority of areas concerning telecom service integration.
- Major responsibility broadband wireless access solution (point-to-point (backhauling) and point-to-multipoint solutions) sale to ISPS and private network operators digital cross-connect (DXX Tellabs) sale to PTCL, PAKTEL, Mobilink, u-fone, comsats, antenna, cable and installation materials (argus Australia) supplies made to telecommunication companies (Mobilink, u-fone, carrier telephone industries (CTI), Motorola, PAKTEL) etc.

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- Identify potential new clients, segments and business opportunities that are in line with the company business strategy.
- Responsible and accountable for the coordinated management of multiple related projects directed toward strategic business and other organizational objectives.
- Direct the coordination of all implementation tasks involving third-party vendors as well as provide consultation to clients on system implementation.
- Created a robust business development plan to engage markets and meet bookings, sales, cash, and profit objectives after identifying business unit operating plan deficiencies and initiating market surveys/analysis.

EDUCATION

- Master in Business Administration (MBA) in Marketing - 2006(Preston University)Bachelors in Commerce in Commerce - 2005(Federal Government Commerce College H-8/4 Islamabad)Intermediate in Computer Science in Computer Science - (Institute Of Advanced Technologies, Islamabad)