

ROBERT SMITH

Consultative Sales Executive

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

SUMMARY

9 years of experience as a Sales Executive. Highly organized team player with excellent communication and interpersonal skills demonstrated by a proven track record of growing client base and existing customer relationships.

CORE COMPETENCIES

Microsoft Word, Microsoft Excel, Microsoft PowerPoint, SPSS, Quickbooks Pro, Organizational, Volunteer Booster Treasurer, Operate Office Machines, Multi-Task, and Adaptable.

PROFESSIONAL EXPERIENCE

Consultative Sales Executive

ABC Corporation - July 2010 – March 2016

Key Deliverables:

- Worked to achieve maximum sales profitability, growth, and account penetration within Acadiana, baton rouge, and morgan city territory.
- Consulted and sold oracle/micros pos products by establishing contact and developing relationships with prospects, and recommended solutions.
- Understood and articulated highly technical leading edge products & services and presented this knowledge to prospective and existing customers.
- Prepared detailed proposals that include hardware, software, and services.
- Interfaced with system engineers & directors in developing specific account strategies.
- Prepared periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.
- Created value and deliver packaging solutions for the OEM, retail, and distribution markets.

Sales Consultant

ABC Corporation - May 2007 – June 2010

Key Deliverables:

- Hunter in the gulf coast region responsibilities including prospecting, qualifying clients, setting appointments, demonstrating chemicals and equipment, proposal presentation, order processing, equipment/chemical setup, ongoing equipment maintenance and client relations.
- Secured over 40 new clients, at the same time adding new prospects to the sales funnel successfully created a niche market for the webcam.
- Worked with client headquarters and installed new product and equipment to all locations.

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- Provided technical assistance for four sales representatives, which included performing technical interpreting, delivering whiteboard presentations to customers, and performing performance testing on customer websites.
- Performed discovery calls to identify client needs and provide technology solutions to business problems.
- Developed and delivered two custom product demonstrations to clients each month.
- Generated service requests for the professional services team and developed statements of work.

EDUCATION

BS in Marketing - (Louisiana State University - Baton Rouge, LA) Associates Degree in Fashion Design - 2002(American Intercontinental University (AIU) - Atlanta, GA) Diploma in Cultural Diversity - 1999(John Dickinson High School - Wilmington, DE)

