

Robert Smith

Area Sales Executive

PERSONAL STATEMENT

My goal is to obtain a position as a Sales Executive, so that I may utilize my 2 years of work experience concentrated in inside and outside sales, marketing, client relations, account management, and customer service.

WORK EXPERIENCE

Area Sales Executive

ABC Corporation - September 2015 - June 2016

Responsibilities:

- Responsibilities included sales accountability to achieve sustainable profitable growth for the direct ink profile of graphics, signage and modular display/exhibit solutions.
- Maintain a pipeline of qualified leads at various stages of the sales process.
- Provide exceptional customer services by developing and maintaining strong relationships with prospects and key accounts.
- Develop customer presentations and create sales proposals and responses to rfps, rfqs.
- Gain market and competitor knowledge to plan sales strategy with the direct ink sales team.
- Consult with customers about print graphics, promotional and way-finding signage, and trade show display and exhibits contributing to website improvements helping develop CRM database for small business.
- Negotiate the terms of sales agreements, develop contracts and successfully close sales.

Account Manager

ABC Corporation - July 2014 - August 2015

Responsibilities:

- Responsibilities included achieving monthly sales goals and developing new business in assigned territory.
- Identifying and landing new accounts within the territory, developing new business with unique customer contacts, further developing and maintaining existing account relationships, growing territory sales by cross-selling and upselling.
- Developing customer specific solutions after a thorough analysis of customer requirements, maintaining a consistent knowledge of fire-resistant clothing/gear, products availability, and the manufacturer information.
- Performing customer service duties daily, like answering incoming calls and requests for information, order management/processing incoming phone, email, & fax order management.

CONTACT DETAILS

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SKILLS

Microsoft Office,
Microsoft Outlook,
Proficient Internet
Search Engine, LinkedIn -
For Professional Social
Media Networking, CRM -
Customer Relationship
Management Programs,
Excel, PowerPoint, Sales
Prospecting, and Cold-
Calling.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

- Proactively recommend items needed by customers to increase customer satisfaction and improve transaction profitability.
- Maintaining an intimate knowledge of the customers needs, products,

and industries.

- Actively work to grow the number of outfitter corporate fire resistant clothing purchasing programs with larger, key customers, meeting monthly goals.

Education

B.A. in Political Science - 1991(Bowling Green State University - Bowling Green, OH)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)