

Robert Smith

Director of Account Management

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SUMMARY

Bringing 15 years of professional sales experience, training, and a history of exceeding company sales goals and quotas. Experience includes Account Management, Business Development, Inside/Outside Sales, and Sales Engineering in both domestic and international markets.

SKILLS

Management, Benefits Administration

WORK EXPERIENCE

Director of Account Management

ABC Corporation - March 2013 - July 2014

- Responsible for all conference business in over 300 hotels within Swisscom's customer base.
- Responsible for renewing key hotels with revenue share models, growing base footprint for Swisscom with new properties, and increasing conference revenues in existing properties.
- Point of contact for escalated issues within the department.
- Renewed 70% of contracts of key properties within the first year.
- Responsible for a 5 million quota annually in conference revenue.
- Directed a team of customer-facing project managers, resulting in a high level of customer satisfaction in a fast-paced environment.
- Developed business relationships with high profile clients while networking and being actively present at various local business events.

Director of Account Management

Delta Corporation - 2008 - 2013

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EDUCATION

MBA- 1992(Brigham Young University - Provo, UT)