

# Robert Smith

## Software Sales Representative

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

### SUMMARY

Seeks to attain a most challenging position addressing the needs of inner-city youth through community outreach and diverse avenues of communication.

### SKILLS

agile project management, scrum master, iterative project manager.

### WORK EXPERIENCE

#### Software Sales Representative

ABC Corporation - April 2015 - August 2015

- Exceeded sales quota for the reporting period for 3 straight quarters.
- Established new relationships with clients and team members.
- Large business and public sector customers and delivered dynamic products.
- Growing existing, inactive, and new accounts through cold calling new buyers and introducing existing contacts to CareerBuilders full-cycle.
- Consulting and selling online learning and training software to commercial, government, and K-12 education accounts, including the selling.
- Working from the Headquarters in golden.
- Successfully achieved quarterly quota.

#### Software Sales Representative

Delta Corporation - 2013 - 2015

- Exceeded sales quota for the reporting period for 3 straight quarters.
- Established new relationships with clients and team members.
- Large business and public sector customers and delivered dynamic products.
- Growing existing, inactive, and new accounts through cold calling new buyers and introducing existing contacts to CareerBuilders full-cycle.
- Consulting and selling online learning and training software to commercial, government, and K-12 education accounts, including the selling.
- Working from the Headquarters in golden.
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### EDUCATION

MBA - (Lindenwood University - Saint Charles, MO)