# Robert L. Sharp

**5828 Running Horse Drive, North Las Vegas, NV 89081**

**(702) 326-0788 - Email: sharpinvestmentgroup@yahoo.com**

**Objective** To obtain a position where I can maximize my multi-layer of management skills, quality assurance, program development, training experience, customer service and a successful track record in the executive work environment.

**Experience:**

2018 – 2020 **EightCig.com (Magma Holdings, LLC) - Las Vegas, NV**

**Sales Manager**

* Managing 5 Sales Superstars for Business Development, Inside Sales and Outside Sales for one of the largest distributors of e-liquid and vaping hardware in the nation.
* Managing the sales team to network, set appointments, build pipelines, negotiate and close sales, as well as personal sales growth.
* Managing the sales team to achieve and succeed monthly and annual business sales targets as set forth by the company.
* Maximizing all revenue opportunities to ensure business is sufficiently profitable.
* Possessing extensive knowledge and ability to close sales, as well as the skills to maintain strong client relationships and loyalty.

2016 – 2018 **Textbroker International - Las Vegas, NV**

**Sales Manager**

* Managing a staff of 10 to 15 sales associates in an intimate Call Center environment.
* Supervising a group of sales associates to help our clients increase the content value of their website, blogs and/or social media presence.
* Assisting with increasing our sales revenue by 20%-30% each quarter through a competitive sales structure with my team and generating sales incentives that have proven the upswing in production.
* Maintaining and rebuilding relationships with National and International accounts that represent 35% of the company’s billings, while persuading them to commit to a new representational agreement.
* Identifying strategic goals and project managing multiple ongoing marketing campaigns that will maintain, if not increase our revenue goals.

2015 – 2016 **Medi-Marketing / Pharmacy Solutions, LLC – Las Vegas, NV**

**Sales Manager**

* Managing a sales staff of 20 - 30 sales associates in a large call center environment.
* Managing the staff to work with a National Doctor Network and a group of Licensed Phlebotomist
* Working closely with the sales staff on how to inform insured patients on the benefits of the PGx DNA testing.
* Consulting with the sales staff on how to work with our patient/clients on the benefits of our Natural Medicines.
* Administrative duties include hiring new employees, training, managing the CRM and Predictive Dialer, payroll assistance and any necessary disciplinary actions.

2014 – 2015 **Wardley Real Estate – Summerlin, NV**

**Director of Career Development**

* Managing a small staff of 3 recruiting consultants for one of the largest Real Estate companies in the world
* Consulting my recruiting staff on how to better hire excited, motivated, qualified and deserving candidates.
* Personally, engaging with Real Estate professionals both new and experienced, demonstrating to them how we can take their careers to the next level
* Creating marketing strategies to generate massive amounts of interest in our company that set us above any and all competition.
* Maintaining “Sales Pro” qualities with exceptional, proven telephone and face-to-face prospecting skills, impeccable follow up and excellent customer service.

2011 – 2014  **Integrity Resolution Group, LLC - Las Vegas, NV**

**General Manager / Director of Sales**

* Retained as Director of Sales and General Manager to serve as key member to develop sales strategies for a Debt Resolution and Financial Services company. Directed a team of 16 sales associates. Formulated marketing, brand planning and business development strategies to drive revenue growth.
* Led the growth of the company from 0 – 16 qualified sales associates. Established a competitive sales force by offering fair compensation and performance driven sales incentive programs.
* Brought the sales associates to surpassing company goals by 27% within the first year. Built a pipeline of over 6,000 satisfied clients to date. Fostered a robust, sustainable network of clientele from coast to coast, leveraging strong listening, presentation of closing skills to optimize sales results, despite any competitor advantages.
* Demonstrated an unwavering commitment to customer service and retention, adding new clients while maintaining premium service levels with existing clients. Combined an entrepreneurial drive with business management skills to drive gains in revenue, market share and profit performance.

**Education** 1986 – 1991 Long Beach State University Long Beach, CA

Bachelor’s Degree in Business Administration

1996 – 1998 Loyola Marymount University / School of Law, Marina Del Rey, CA

Juris Doctrine Degree