

ROBERT SMITH

Business Advisor I

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A motivated, results-focused sales professional with multiple years of experience, seeking a challenging opportunity to utilize career experience.

EXPERIENCE

Business Advisor I

ABC Corporation - MAY 2014 - DECEMBER 2015

- Accountable for identified new revenue opportunities within a well-established sales territory.
- Prospected, qualified and generated sales opportunities for the outside sales team within our shared territories.
- Continuously completed the daily expectation of making phone calls per day, which being cold calls.
- Responsible for creating the itinerary for prospect trips, working with two outside salespeople that have a travel requirement.
- Completed requests while also looked for other opportunities to add value outside of expected job duties.
- Received a promotion to the outside sales team after one year of successful performance on the inside sales team.
- Required to prepare and deliver sales proposals and presentations based on potential customer needs.

Business Advisor

Fast Captial 360 - 2011 - 2014

- Extensive experience working in a fast paced stressful enviroment while closing deals on a weekly basis.
- Responsible for making roughly 150 calls per day, following up on leads.
- Sending application out to perspective prospects after the pre interview the merchant to see if they are qualified.
- Utilize Salesforce inside sales and different computer programs to work new lead follow up with prospects and successfully close deals.
- Achieve the presidents club award and was invited to the Bellagio in Las Vegas for being one of the top sales reps in the company.
- Inside Sales phone skills relationship building.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- B.S.B.A. in Marketing - (COASTAL CAROLINA UNIVERSITY)



SKILLS

Organizational Skills, Time Management Skills.