

Robert Smith

Sr. Business Development Representative

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SUMMARY

5+ years of experience as a Business Development Representative. Seeking out Account Management Opportunities with High-Tech companies that specialize in products/services. I am really passionate about Technology and Healthcare companies.

SKILLS

Customer Service, Loss Prevention, Visuals, and Marketing, People Management, and Recruiting, Scheduling, Team Training, and Development, Competitive Selling, Increasing Productivity, Monitoring Inventories and Deposits, Team Accountability, Floor Supervision, and Leading By Example.

WORK EXPERIENCE

Sr. Business Development Representative

ABC Corporation - November 2014 - Present

- Following up on marketing qualified leads to set up product demos for our regional account managers.
- Working with our regional account managers in generating new business for northeast territory.
- Responsible for answering live chat sales inquiries from our main website.
- Following up with partners to get updates on opportunities in the pipeline.
- Utilizing CRM salesforce in-depth to create opportunities, leads and follow up.
- Promoting and positioning the strategic & tactical values of data protection product and service offerings.
- Providing a wide range of data protection product and services knowledge to prospective customers.

Account Executive

ABC Corporation - April 2014 - November 2014

- Responsible for identifying opportunities for high-tech companies through targeted cold calls, e-mail campaigns, and marketing campaign follow-up.
- Receive weekly professional sales training designed specifically for selling high tech solutions.
- Hit 100% of my quota every month for my client Fortinet six months in a row.
- Super billed which meant taking on three clients at once and was the most you were allowed.
- Fulfilled customer orders, handled cash and credit transactions, and built strong customer.
- Sharpened multi-tasking skills by crafting multiple personalized drinks in a fast-past.
- Learned how to interact with customers that come from many different backgrounds.

EDUCATION

Bachelor's in Marketing/Sales - (Ferris State University - Big Rapids, MI) Certification in Real Estate - (Northlake College - Irving, TX) Associate Of Applied Science in Administration Of Justice - 2011(Southside Virginia Community College - Alberta, VA)