

# Robert Smith

## Executive Territory Manager

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Executive Territory Manager with strength in sales, business development, and customer service. Offering more than 6 years in sales, sales operations, and marketing. Successful in new account acquisition and growing existing accounts sales. Seeking a position where I can utilize all my skills and experience with sales/marketing to secure a bright future within the marketing, sales, business-development arena.

### **WORK EXPERIENCE**

#### ***Executive Territory Manager***

**ABC Corporation - October 2015 - Present**

##### *Responsibilities:*

- Made planned contractor calls and documented the discussions and the visits in CRM managed a portfolio of 5 accounts and \$3,300,000 in sales.
- Increased sales volume by adding over 100 accounts in the territory.
- Created strategic brand building events to expand the current product portfolio.
- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- Met existing customers to review current services and expand sales opportunities.
- Acquaint lowes employees with the latest selling techniques, and train them on all products.
- Give exceptional oral and Powerpoint presentations to employees and contractors meet with contractors and gained commitment on orders continuously utilizing problem resolution skills to overcome obstacles.

#### ***Commercial Territory Manager***

**ABC Corporation - June 2013 - October 2015**

##### *Responsibilities:*

- Managed staff of 4 conducted a minimum of 50 sales calls per week and documented them in CRM.
- Helped develop and oversee a plan to increase company brand position and succeeded to gain contractor commitment & orders discovered new opportunities for business development.
- Handled customer complaints and issued corrective measures to ensure customer retention.
- Identified prospective customers by using business directories and following leads from existing clients.
- Selected the correct products based on customer needs, product specifications and applicable regulations.
- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- This is Dummy Description data, Replace with job description relevant to your current role.

### **SKILLS**

Marketing, Training & Development, Territory Management, Microsoft Office, Cold Calling, Sales, Customer Service, Customer Relationship Management, Staff Management, Business Development

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

BS in Hospitality Hotel Restaurant tourism Management -  
2009(University Of Louisiana At Lafayette - Lafayette, LA)BS in  
Marketing - 2009(University Of Louisiana At Lafayette - Lafayette,  
LA)Certificate in Supervisory Management - (University Of Wisconsin)