

ROBERT SMITH

Junior Independent Business Consultant

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Independent Business Consultant with a proven record of returning outstanding sales and profits in highly competitive markets. President's Club Winner, highly-motivated, skilled negotiator resolving complex situations, delivering solutions that enhance corporate profitability.

CORE COMPETENCIES

Sales Management, Marketing Strategy.

PROFESSIONAL EXPERIENCE

Junior Independent Business Consultant

ABC Corporation - 2014 – 2015

Key Deliverables:

- Responsible for marketing several companies products to increase sales performance in various competitive environments Significant Initiatives Overcame customer objections and closed over 50% business deals.
- Increased account acquisitions by 25% every year.
- Effectively used a variety of sales techniques and materials - cold calls, presentations, visits, relationships, surveys, networking and research.
- Actively participated in brainstorming sessions and strategy meetings.
- Communicated findings and recommendations to senior managers.
- Conducted market research and prepared/updated sales strategies for promoting products according to latest market status/trend and product features.
- Evaluated market needs, discovered potential opportunities and identified new sales channels to meet / improve sales agenda of the firm.

Independent Business Consultant

Delta Corporation - 2012 – 2014

Key Deliverables:

- Worked with small business owners and helped develop a sales plan to increase sales and cash flow.
- Through re-merchandising, planning, advertising and running a sales promotion, averaged 2 to 3 times the normal sales during the 1-2 month promotion.
- Developed a significant mailing list from the promotion that the business owner will be able to continue to use in future promotions.
- Provided financial and accounting consulting assistance as an interim controller to various companies Evaluated and installed new accounting software .
- Filed property tax returns, and sales & use tax returns Prepared monthly/annual financial statements Prepared consolidated financial statements with .

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- Payroll processing and reconciliation Manufacturing cost accounting and MRP Software revenue recognition SOP 97-2 Company stock, FAS 123R and 401K .
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Legal Assistant Program - (Utah Valley University - Orem, UT)

