

ROBERT SMITH

Senior Territory Manager

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SUMMARY

Senior Territory Manager with territory management experience and a background in account management, product presentation, and business development. Self-starter with highly developed negotiation, persuasion, and influence skills. Seeking a Sales Representative position in the medical device industry utilizing my strong consultative sales skills and a solid track record of performance marketing technology product lines.

CORE COMPETENCIES

Management, Medical Terminology, Microsoft Office, Marketing, Excel, Event Planning, Powerpoint, Public Speaking

PROFESSIONAL EXPERIENCE

Senior Territory Manager

ABC Corporation - August 2001 – April 2012

Key Deliverables:

- Prospected new accounts to continue to grow and support existing accounts in the food service, hospitality, health care, and educational industries.
- Worked independently to learn customers operations, understand their cleaning and sanitizing challenges, and devised solutions to meet their needs.
- Evaluated market conditions to determine the allocation of resources to various products and services.
- Inspected, tested, and observed chemical changes in pool and spa system equipment, utilizing test kit, reference manual, and knowledge of chemical treatment.
- Provided emergency service coverage to appreciative customers who may operate around the clock.
- Held many industry certifications in order to provide the above standard performance for my clients.
- Trained staff on proper safety and sanitation procedures in order to comply with local and state codes.

Junior Territory Manager

ABC Corporation - August 1997 – July 2001

Key Deliverables:

- Managed the daily field operations for 22 regions throughout the United States provided necessary direction to the entire management and administrative functions regarding machinery and daily operations.
- Implemented all seasonal and monthly merchandising directives according to company standards.
- Trained new associates on the sales floor, merchandising and point of sale operations.

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- Monitored the editing of associate schedules and ensured scheduled hours met the workload/budget.
- Assigned tasks, directed workflow, communicated policies and procedures to sales staff.
- Ensured customer service, merchandising, visual presentation and departmental operation functions were held to company standards.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- GED - 1996 (Wallace Community College) Diploma - (Sulphur Springs High School - Sulphur Springs, TX)