

ROBERT SMITH

Retail Sales & Business Development Executive

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Sales Team Management Dynamic sales leader who increases revenue through consultative sales methodologies. Consistently exceeds sales quotas through individual sales production as well as recruiting, training and developing productive sales teams.

2008 - 2019

RETAIL SALES & BUSINESS DEVELOPMENT EXECUTIVE - COM-FIT SOLUTIONS

- Designed and directed sales & marketing strategies.
- Manage the entire sales process, from uncovering opportunities, developing solutions/value propositions, monitored compliance integrity, creating contracts, negotiating terms, closing opportunities and providing on-going customer service after agreement implementation.
- Monitored compliance integrity to achieve and guarantee stakeholders project goals and objectives.
- Selected Achievements o Introduced new medical rehab/athletic commercial equipment product lines.
- Introduced numerous new product solutions to customers in the territory.
- Provided product presentation to key decision-makers.
- Implemented programs, project procedures, and materials related to compliance assessments.

2005 - 2008

BUSINESS DEVELOPMENT EXECUTIVE - ABC CORPORATION

- Increased sales in new business by over 200% in the first 90 days, recruited 5 new accounts that generated in excess of [] in new revenues for the year ending.
- New account and existing account retention rate was 98% Developed and increased new business accounts in a multi-state region.
- Implemented strategic growth plans for the first 90 days of employment and was met with a huge success.
- Independent AV resellers were delighted with the cost plus model implemented for higher volume purchases.
- Implementation of new back end rebates to put toward growth goals was especially well received.
- Implemented cost plus model to increase presence in existing accounts.
- Designed and initiated back end rebate programs for new business wholesale accounts..

EDUCATION

Bachelor of Arts in Healthcare Management - (Webster University)

SKILLS

Microsoft Office.