

Robert Smith

Sole Proprietor

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SUMMARY

Sole Proprietor with 10 plus years of experience managing all aspects of a custom B2B web application. An energetic and hardworking individual is looking to utilize past sales and educational experience. My sales experience taught me how to sell ideas as well as products and my teaching and writing experience gave me the skills necessary to convey ideas in person and in print, clearly and effectively.

SKILLS

Extensive Sales, Marketing And Copywriting Knowledge, Microsoft Office Suite, Office Administration, Typing, Telephone, Office Equipment

WORK EXPERIENCE

Sole Proprietor

ABC Corporation - February 2016 - February 2019

- Engagements included the following working with a b2b manufacturer to establish their eCommerce program.
- Leveraged existing data systems and creating new repositories for product enriched data online.
- Interfaced and maintained a professional and mutually productive relationship with over 250 wholesale distributors throughout the United States and Canada.
- Developed a pipeline of new business for new sales from dealership consultations.
- Assisted with management consulting for budgetary and scheduling operations.
- Constant contact with customers through e-mail, Facebook, and direct mailings.
- Worked with customers directly in order to achieve their respect and to build friendships to increase customer loyalty as well as sales.

Sole Proprietor I

ABC Corporation - October 2007 - February 2016

- Promoted my company by social media using multiple social media networks.
- Advertised merchandise using all forms of social media and Google Adwords.
- Remained up-to-date on the latest technologies and solutions applicable to company products.
- Trained both internal and off-site users in repairing and resolving recurring issues.
- Designed marketing materials such as banners, business cards, coupon cards, flyers, labels, and product tags.
- Visited manufacturers facilities to see the products first hand to improve business relationships.
- Made connections with manufacturers in Turkey in order to find the best deals.

EDUCATION

MBA in Business Administration - 2004(Marquette University - Milwaukee, WI)BBA in Management information Systems - 1997(University Of Wisconsin-Eau Claire - Eau Claire, WI)High School Diploma in Advanced Academics - Math, Sciences, Business Management, English, French, Geography - September 1975(Hill Park Secondary School - Hamilton, Ontario Canada)