

# ROBERT SMITH

## Seasonal Retail Sales Manager

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A hard working, energetic, self-starter with a proven track record. Eager to build relationships with property management, end user commercial, retail and repeat clientele. Over 12 years of flooring experience ranging from, warehouse management, showroom management and sales. Well versed in all facets of flooring product, installation and sales from start to finish. Dedicated father of two.

## EXPERIENCE

### Seasonal Retail Sales Manager

**ABC Corporation - APRIL 2007 - JANUARY 2008**

- Managing residential mortgage sales consultants driving production by creating relationships for residential mortgage loans and home equity products working with loan consultants to gain market share through contacts with realtors, brokers, builders, and developers.
- Participated in various business development activities.
- Provided service to customers and prospective customers seeking residential mortgage loans.
- Responsible for obtaining all pertinent applicant generated information needed to ensure the prompt and efficient processing and funding of all loans.
- Maintained current, thorough corporate reports and trained new loan consultants with all program/product policies and procedures and continually provides accurate and updated information to all customers and sources of business.
- Responsible for establishing and maintaining quality referral sources.
- Shares responsibility for minimizing lending risk by developing a thorough awareness of business practices of referral sources.

### Retail Sales Manager

**Kelloggs - 2005 - 2007**

- Growing base sales through maximizing distribution, share of shelf, and selling incremental displays.
- Writing, entering, and processing customer orders.
- Ensuring that customers are sufficiently merchandised by controlling back room stock and shelves through leading and influencing merchandising employees.
- Presenting new ideas and new ways of thinking in an effective and persuasive manner.
- Utilizing coverage plan to meet and exceed call coverage expectations for customers.
- Providing data and insights to internal partners for growth from in-store consumer activity.
- Promoting and fostering a collaborative teamwork-based culture to

support winning in the marketplace YTD Sales [] 101% to budget..

## EDUCATION

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## SKILLS

Team-building/Training/Supervision, Shrink Reduction, Customer Service Excellence, Retail Store Operations, Inventory Management, Merchandising Strategies.