

# Robert Smith

## Specialty Territory Manager

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

### SUMMARY

Motivated and accomplished Specialty Territory Manager attentive to details with outstanding follow-through. Proficient in building relationships, negotiating deals, and closing sales. Detail oriented and an innovative self-starter and congenial salesperson. A versatile and skilled training and management professional with excellent hands-on experience in developing and improving sales and retail operations. An assertive manager with outstanding interpersonal, communications, negotiation and people management skills.

### SKILLS

Business Development, Microsoft Word, Webinars, Sales, Business Management, Leadership, Salesforce, Problem Resolution, Data Entry, Management, Telecommunications

### WORK EXPERIENCE

#### Specialty Territory Manager

ABC Corporation - 2006 - Present

- Managing a given territory to ensure the highest company sales and standards are met.
- Coordinating sales promotions, and expansion of product line utilizing PPT training, demonstrations and OSHA regulations to the end user and distribution network.
- Managing pricing gross profits, ROI, and special pricing quotations between the company and end-user contracts.
- Recruited to expand and manage distributor client base, generate new accounts from cold calling business to business and new product implementation.
- Providing training and seminars to store staff on product features, benefits, and details.
- Reporting daily growth opportunities, prospecting opportunities, schedules, and account projects through the companies CRM tool.
- Performing business reviews with customers to show new product lines, evaluate the current business, address new ideas and sell them on profitability.

#### Junior Territory Manager

ABC Corporation - 2001 - 2006

- Grew the existing customer base through new account acquisition and conversion of leads.
- Leveraged, managed and drove distributors to grow the overall Office business including the sell-in for the high profile/volume and/or national account customers.
- Maintained a direct customer base of 100+ high profile/volume and/or national accounts and ensure excellence in execution.
- Trained new associates on sales floor, merchandising and point of sale operations.
- Created the programs, tools, support, and processes as needed to ensure exceptional execution and measurable results.
- Closely monitored sales and distribution results and execution against annual plans & contract terms within his/her designated territory.
- Consistently looked for areas of new growth for the Office business, ensuring 100% alignment with the internal distribution team and distributor partners.

### EDUCATION

Marketing - 2000 (Cedarville College)Physical Therapy - September 2009(Concordia University -  
Portland, OR)Physical Therapy - September 2008(Northwest Nazarene University - Nampa, ID)