

ROBERT SMITH

Small Business Consultant - IT Services

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Small Business Consultant with a comprehensive exposure in managing business operations through business development procedures, winning sales & marketing strategies, channel/distribution standards and guidelines. Fostered lasting relationships and promoted organic growth with Clients/Customers through value-added strategic analysis and execution of consultative solutions

2010 - 2012

SMALL BUSINESS CONSULTANT - IT SERVICES - ABC CORPORATION

- Serve as the primary IT support for several businesses, interacting with all manner of clients from standard users to CEOs and presidents.
- Responsible for troubleshooting issues across several Windows and OSX environments including Terminal Server and Small Business Server infrastructures.
- Support mobile devices, including Blackberry, Android and IOS devices in an enterprise environment.
- Managed multiple deadlines across several businesses in order to meet the dynamic needs of multiple clients.
- Responsible for training new consultants and generating documentation in Sharepoint regarding the expectations of an IT consultant.
- Resolve hardware/software issues, break/fix and problem remediation within deadlines set by the company.
- Implement and maintain firewall/VPN solutions using Sonicwall/Cisco products.

2006 - 2010

SMALL BUSINESS CONSULTANT - ABC CORPORATION

- Hunting for new business and scheduling client weekly meetings.
- Implementing services to small businesses of all industries ranging between 1-49 employee companies.
- Consistently performed 8-10 outside Business to Business sales visits per day.
- Executed 100 dials per day to clients and new businesses driven to maintain existing relationships and expand on the existing territory through business development.
- Partnered and scheduled weekly joint meetings with Centers Of Influence to achieve monthly sales quotas.
- This is Dummy Description data, Replace with job description relevant to your current role.
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EDUCATION

Bachelor Of Science - 2005

SKILLS

Microsoft Office, Business Development, Account Management, Quality Assurance.