# Robert Smith

## Software Consultant - Sales Expediter

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## SUMMARY

A motivated Software Consultant professional with extensive experience in system design and programming across multiple industries utilizing various platforms. A proven track record with a demonstrated ability to lead teams while performing key technical responsibilities in the development, implementation, testing and deployment of software releases.

## SKILLS

REST, SOAP, Jersey, MVC, JUnit, HTML, CSS, Eclipse, IntelliJ IDEA, PL/SQL, Web Development, JDBC, J2EE

## WORK EXPERIENCE

### Software Consultant - Sales Expediter

ABC Corporation - 2004 – 2005

- Represented the company and gained new business through effective sales techniques, referrals, and cold calling.
- Built a positive rapport with clients within the tax and financial services sector.
- Utilized consultative S.P.I.N sales approach to sell product portfolio within competitive markets, primarily consisting of C-level executives within the B2B sector.
- Provided technical assistance to new customers to ensure smooth delivery and successful implementation of software solutions.
- Met prospective buyers at tradeshows, new product launch seminars, and recruitment fairs.
- Developed and delivered impactful software presentations on tax software products and workflow solutions in-person and through virtual meetings using Microsoft Live Meeting or WebEx.
- Key Achievements Exceeded 170% of annual quota in the first nine months of joining the company.

### Software Consultant

ABC Corporation - 2001 – 2004

- Define a base set of capabilities and levels of maturity across Agile, Lean and Dev/Ops.
- Collaborate with teams to determine which capabilities they will focus on as part of each Sprint.
- Provide expertise to assist through the training. Share that insight with Scrum Masters and engineering leads so they focus on key elements of the transition.
- Define OKRs to align the organization on goals associated with the transformation.
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## EDUCATION

MSA in Leadership - 2000 (Central Michigan University)