

Robert Smith

Business Development Specialist

PERSONAL STATEMENT

Highly self-motivated outside sales professional with 14 years of B2B sales experience looking for a position where my extensive experience and skills can positively impact sales revenue for a growing company. I have a proven track record of establishing and growing sales for my client base along with establishing strong customer relationships over the years.

WORK EXPERIENCE

Business Development Specialist

GREAT NORTHERN SENTRY COMPANY - 2008 - 2019

Responsibilities:

- Start up territory starting with zero sales, growing business to 2.2M in 5 years.
- Progressive and successful career in Business to Business sales, management and leadership with increased knowledge of products and services.
- Extensively trained in software applications, trained clients at implementation, Microsoft Point of Sale and Accounting (POS), Point of Success, financial management system (RMS), hardware, platforms, networks.
- Management of telemarketing initiatives to quantify pipeline, Productivity monitored by CRM (Sales Force), calls on major accounts, prospect and close new business on a 30 day sales cycle for installation and integration of product lines.
- Emphasized coordination of effort with forced emphasis on sales presentation to close; increased sales 15% in first year (20% over plan and best increase among peers).
- Broad responsibilities embracing customer service, product knowledge, ongoing training for organizational development.
- Coordinated and managed all responses to government and private RFPs.

Business Development Specialist

ABC Corporation - 2005 - 2008

Responsibilities:

- Cold call IT Professionals to find a need for training and schedule live demos of the courses
- Was the face of KnowledgeNet, by giving introductions and doing all tours for new employees including Vice President and Human Resources
- Trained new hires and assist team members with questions, while maintaining my personal performance
- Consistently maintained between 200-250 outbound calls per day
- Chair and Co-Chairman of the KnowledgeNet Charitable Giving Committee
- Project Manager for Charitable Giving Committee for various events including; Operation Santa Claus with ABC15 News, Ronald McDonald House Charities, and SARRC with KTAR Radio Station

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CONTACT DETAILS

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SKILLS

Negotiations, PC,
Google, Marketing B2B
Engagement, College
Recruitment.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

- Experience

Education

Bachelor's in Math; Education - 1964(Virginia Union University -
Richmond, VA)