

Robert Smith

Asst. Regional Business Manager

PERSONAL STATEMENT

Versatile HR Manager with over experience who applies exceptional organizational and personal skills while working with a diverse group of people. Excel in process improvements has proven to increase efficiency, customer satisfaction, and the bottom line.

WORK EXPERIENCE

Asst. Regional Business Manager

ABC Corporation - January 2002 - July 2005

Responsibilities:

- Assisted clients in liquidating excess slow-moving and near expiration products.
- Using the input from team members, implementing sales strategies and maintaining utmost customer satisfaction.
- Coordinated and conducted the first-ever by district cluster pieces of training.
- Develop and execute sales-driving activities and best practices within the region to drive incremental sales.
- Responsible for helping build an initial sales team for the launch of a new company and product.
- Facilitated conversations with industry-related organizations to develop official partnerships.
- Assisted director of events, marketing, and sales operations in managing exhibits at local and regional.

Asst. Regional Business Manager

ABC Corporation - 1998 - 2002

Responsibilities:

- Leading the companies business relationships in the Mid-Atlantic Develop and maintain regional sales and marketing plan Minimum of 7% Territory growth year over year Responsible for all business activities on a day to day basis.
- Oversight, retention and recruitment of independent contractors in the territory.
- Responsible for regional and national contract meetings to create opportunities.
- Carnegie and Asher Sales Training programs on a bi-annual basis.
- Helped lead the company into its largest expansion and most explosive growth in 20 years of Business.
- Company Representative at trade shows.
- Advising dealers, distributors, and clients concerning sales and advertising techniques.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

Ms. Word, MS Office,
Outlook, Office: Word,
Powerpoint, Photoshop,
Photography, Sales,
Typing, Windows.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Diploma