

Robert Smith

Vice President - Sales

Phone (123) 456 78 99

Email: info@qwikresume.com

Website : www.qwikresume.com

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

Address: 1737 Marshville Road, Alabama

SUMMARY

Vice President with expertise in leading, planning, and directing. Successful in increasing business productivity and sales revenue by analyzing and improving sales and operational processes. Strengths include the ability to analyze, identify, solve, design and implement solutions for business processes and procedures. Team builder and motivator who approaches projects and tasks with energy, enthusiasm and goal orientation.

SKILLS

Word, Customer Service, Event Planning, Training, Filing, Inventory, Management, Powerpoint, Excel, Recruiting, Receptionist, Social Media Management, Cashier, Fundraising

WORK EXPERIENCE

Vice President - Sales

ABC Corporation - 2011 - 2017

- Successfully led sales division through organizational change and systems integrations by providing strategic direction on a \$1 billion revenue company.
- Led cross-functional teams (sales, marketing, risk, and operations) in designing corporate strategies resulting in an increase of 10% in sales revenues.
- Analyzed market trends and conducted GAP analysis to update budgeting and forecasting of division.
- Improved response rates 40%, by analyzing customer-market data trends and refining sales strategies.
- Reduced attrition by 20%, by creating, implementing and formalizing a sales training program.
- Drove achievement of annual targets and established a \$60m record in sales revenue.
- Implemented coaching guidelines and QA/QC program that increased customer service levels to 98%.

Vice President

ABC Corporation - 2010 - 2011

- Provided strong leadership, and positive inspiration that delivered a positive trend in revenue and profits for national accounts.
- Developed sales campaigns, by leveraging market data that delivered a revenue increase of 120%.
- Implemented scorecards that tracked team performance and provided visibility across the division.
- Launched sales pilot program in Central America with the main objective of test/learn international markets.
- Reduced workflow steps 30%, by enhancing processes and procedures in the sales unit.
- Refined and implemented new compensation plans that were aligned to revenue targets.
- Partnered closely with national sales leadership on reporting and forecasting national accounts revenue.

EDUCATION

Bachelor Of Science in Management And Marketing - 2009 (Southern Polytechnic State University - Marietta, GA)Lean Six Sigma Black Belt - (Georgia State University - Atlanta, GA)Associate Of Applied Science in Paramedic Technology - March 2012(Spartanburg Community College - Spartanburg, SC)