

Premium Territory Manager

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Objective

Proven Premium Territory Manager with a strong background in building new territories and strengthening relationships to increase profitability. Demonstrated ability to create client loyalty beyond the sales relationship. Effective team leader with exceptional interpersonal and communication skills who motivates by example. Able to relate well to people from diverse backgrounds and levels of authority. Flexible professional who adjusts rapidly to new and challenging situations and works well under pressure. Able to handle multiple projects simultaneously. Knowledge of Windows, MS Word, Excel, Outlook, Internet Explorer.

Skills

CRM, Microsoft Office, Product Management, Product Knowledge Training, Operations Management

Work Experience

Premium Territory Manager

ABC Corporation - August 2006 - February 2010

- Developed basic business plans and led assigned territories execution of business results.
- Met and exceeded profit objectives, volume quotas, and equipment & service targets for foodservice beverage in the geography.
- Successfully increased new territory by 218% within two years of assignment.
- Developed new business by identifying prospective customers using business directories, following leads from existing clients, and attending trade shows and marketing events.
- Maintained successful client relationships through consistent market research that enabled the supply of products, prices and value-added services that met their business needs.
- Managed deliveries to clients, troubleshooting any problems that may have occurred during the ordering process (e.g., delivery mis picks, missing items, stock-outs).
- Communicated and collected accounts receivable as necessary, working with the credit department and client, collected all balances due based on approved credit terms.

Territory Manager - Entry Level

ABC Corporation - April 2005 - August 2006

- Operated markets on minimum manpower to ensure the maximum profitability of the operation.
- Researched and negotiated the lowest possible rates to keep operational cost at a minimum.
- Traveled as needed to all markets for warehouse, vehicle and other unexpected inspections.
- Maximize profitable sales opportunities through effective use of national/regional/local programs, marketing promotions, and distributors.
- Identify operators and develop sales plans in accordance with operator call guidelines (i. e. branded proposition selling, profitability, volume, and strategic importance).
- Monitored, enforced and maintained equipment to reduce cost and increase efficiency.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

BS in Business Management - 2005 (Eisenhower College - Rochester, NY)