

ROBERT SMITH

Lead Territory Manager

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Results-oriented Lead Territory Manager with 16 plus years of proven performance in the retail and wholesale industry. Proven record with managing multiple lines of product in a large territory. Actively builds positive relationships with store management. A motivated individual comfortable working independently or in a team-driven setting. Regularly provides product training and demonstrations. Successful in a results-driven atmosphere. Experienced in leading a team and often called upon to assist other staff.

EXPERIENCE

Lead Territory Manager

ABC Corporation - MAY 2007 - PRESENT

- Responsibilities include planning and prioritizing sales activities and customer contact towards achieving agreed business aims including inventory and sales objectives.
- Managing product mix and shelf space according to agreed upon ROI targets.
- Working closely with store managers and internal business group personnel to meet product assortment goals and overall sales growth goals by store.
- Planning/carrying out/supporting local marketing activities and integrating personal sales efforts with other organized marketing activities.
- Monitoring and reporting on market and competitor activities and providing relevant reports and information.
- Leading training sessions with store personnel and end consumers to ensure a high level of accuracy in paint tinting, product knowledge, and sales techniques.
- Conducting outside sales activities and customer contact in the commercial sales market through various communication measures, e.g., telephone contact, face-to-face, product demonstrations, and product launches.

Inside Sales Rep/Territory Manager Trainee

ABC Corporation - MAY 2002 - FEBRUARY 2007

- Responsibilities included answering customers questions about products, prices, availability, the product uses and credit terms.
- Met all sales objectives and handling all aspects of completing a sale including paperwork.
- Emphasized product features based on analyses of customers needs and on the technical knowledge of product capabilities and limitations.
- Prepared sales contracts for orders obtained and submitted orders for

processing.

- Selected the correct products or assisting customers in making product selections based on their needs, product specifications, and all other applicable regulations.
- Collaborated with colleagues to exchange information such as selling strategies and marketing information.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

- High School Diploma in General Studies - 1992(Huntington High School - Shreveport, LA)BS in Business - 1986(Community College Of The Finger Lakes - Canandaigua, NY)Regents Diploma in English & Science - (Marcus Whitman Jr. Sr. High School - Rushville, NY)

SKILLS

Microsoft Office, Territory Management, Retail Management, Team Management, Team Building, Business Development