

# Robert Smith

## Business Partner - Contract

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## SUMMARY

To be a part of highly motivated organization, and this would channelize the potentials into its opportunities ensuring growth through learning and further, developing the professional skills and abilities to achieve organizational and individual goals.

## SKILLS

Microsoft Office, Communications, Coaching and Development, Problem Solving, Salesforce, Account Management, Financial Management.

## WORK EXPERIENCE

### Business Partner - Contract

Crawlspace And Basement Solutons - 2016 - 2019

- Responsible for growing, maintaining and creating new accounts.
- Built and rebuilt relationships with Banks, Mortgage Companies and Realtors.
- Exceeded 100% of sales targets in all 3 markets.
- Morgan Chase as one of their top 50 Preferred Vendors.
- Ability to sell to multiple organization levels and departments.
- Organized/Partnered with vendors and clients to sponsor charity fundraisers.
- Family business assisting my Uncle from purchase to sell in the flipping and full renovation of homes in the Northside neighborhood of Pittsburgh.

### Business Partner

Kinnect The Dots - 2015 - 2016

- Representation and sales development for small business owners.
- Sales training and team building.
- Marketing, advertising and social media.
- Networking events, mixers and trade show representation.
- Project management and business development.
- Hiring and team management.
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

B.A. in Food and Nutrition - 2014 (Youngstown State University - Youngstown, OH)