

Robert Smith

Business Sales Manager/ Consultant

PERSONAL STATEMENT

Collaborative, Transformation, and Results-oriented leader with more than 17 years of award-winning success in identifying, managing, and executing a broad range of corporate revenue growth and process improvement initiatives.

WORK EXPERIENCE

Business Sales Manager/ Consultant

ABC Corporation - November 2011 - March 2014

Responsibilities:

- Directed a team of account executives for the emerging to medium sized business market.
- Trained, mentored, motivated, and supervised account executives in a consultative sales process.
- Led my team to develop total strategic service solutions that integrated and leveraged all business segments.
- Provided clients long lasting results with dramatic ROIs and clear gains in efficiency and productivity.
- Excelled at establishing and maintaining collaborative relationships with customers and key staff at all levels.
- Utilized Salesforce.com for all dashboard.
- Developed the team with the greatest overall profitability by selling complete solutions and maintaining the lowest customer turnover rate.

Business Sales Manager

Delta Corporation - 2006 - 2011

Responsibilities:

- Fully accountable for staffing, training, product management, sales, loss control and customer service.
- Building positive rapport with customers of this retail health.
- In Charge of attending daily manager meetings, maintaining stock/products, cleaning the .
- Raised sales in a struggling department, Generated new leads for team and found new niche markets.
- Oversee team of Account Managers responsible for acquiring new business accounts.
- Generate sales with new business, while sustaining a good relationship with current clients.
- Cold calling, and on sight sales with small to medium sized businesses.

Education

MBA in Strategic Management & Globalization - (University of Maryland University College - Adelphi, MD)

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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www.qwikresume.com

SKILLS

Management, Event
Planning, P&L
Responsibility.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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