

# Robert Smith

## Independent Business Owner

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## SUMMARY

Accomplished Independent Business Owner known for delivering strong revenue and profit gains in highly competitive markets. Solid experience and select strengths that encompass territory management, key account development, staff training and team leadership. Bring over 9 years of extensive background in Marketing, Business Development, Event Production, Operations Management and Advertising. Consistently reaching revenue and sales goals bringing a high level of Productivity, Profitability, Leadership and passion to your organization.

## SKILLS

Microsoft Office, Business Management, Leadership Training, Safety Management, Training, Human Resources, Meeting Planning, Career Development,

## WORK EXPERIENCE

### Independent Business Owner

ABC Corporation - October 2014 - Present

- Managing all aspects of the business (Accounting, Marketing, Budgeting, HR, and PR).
- Developed and built the business from startup to generate a steady sales increase annually by leveraging accounts to build credibility and introducing new sales tools and marketing collateral establishing a strong customer base of residential homeowners, contractors, and commercial businesses.
- Opened the market to the competition, persuasively overcoming customers concerns about product viability through a combination of techniques that included product demonstrations, a strong guarantee, and referral lead generation.
- Fostering excellent relationships and referrals by building trust and rapport with customers.
- Hiring, training, and supervising the specialists providing guidance in the use of products, on-the-job safety guidelines, customer interactions, and effective presentation of project estimates.
- Established a market plan and managed a sales force to aggressively grow market share in the marketplace.
- Consolidated the coverage footprint and engaged in competitive sales efforts.

### Business Owner/Manager

ABC Corporation - May 2010 - October 2014

- Developed and managed client base by providing excellent customer service and strong sales and negotiation skills.
- Performed project estimating and bids for materials, labor hours and the time line required.
- Established business relationships with distributors and local marketing partners.
- Created and managed a business website and customer management systems.
- Identified local laws and regulations for small business owners in regards to grooming.
- Created and optimized Web and TV advertising efforts as well as coordinate with local event hosts to better market and ensure business success.
- This is Dummy Description data, Replace with job description relevant to your current role. In case if you dont need it you can delete it.

## EDUCATION

Bachelors in Business Management - 2009 (University Of Phoenix-Las Vegas, NV)BA in History -  
(Hiram College)Business - 1989(University Of Toledo)