**Profile Letter: There's no such thing as a natural born salesperson. The great ones, the “Champions”, have been trained to achieve greatness. Becoming a true student of selling turned his career and his life around many years ago. To Rob, the profession of selling is an all-consuming passion. He will inspire you, your company, or organization to fall in love with selling. His enthusiasm for the profession is truly contagious. His dedication to improving its image is unmatched.**

**Strengths:** Ability to influence, motivate and lead people - staff, prospects, customers, vendors - through effective communication and personal interaction closing skills.

Set and achieve ambitious goals, both individually and through staff leadership. Consistently successful in identifying and capitalizing upon market opportunities to drive revenue and profit growth. Effective customer liaison with strong interpersonal and communication skills.

Proficient in advertising, marketing, and customer relations. Extensive sales management and training experience.

**Sales Experience: Sales Management**

Develop strategy, oversee team and individual sales performance and manage daily sales activities. Business Management - Digital Marketing**.** Conduct market research and devise effective sales strategies to identify and maximize opportunities for increased efficiency and profitability. Search engine marketing, or SEM. Very good at Search engine optimization (SEO) Very Familiar with Microsoft Office Suite, Salesforce.  
Internet Marketing Strategy (Pay-Per-Click, Social Media Marketing)

Web Interaction & Communication (Traditional Websites, Web 2.0, Email Newsletters)

**Staff Development**

Select, hire, train, coach and manage highly motivated individuals and give tools and training necessary to succeed.

Direct sales staff in forecasting and setting sales goals. Focus on the individual skills and needs of each account executive, executing an individual strategy for each. Encourage sales through creative incentives while relying primarily on staff professionalism and self-motivation.

**Customer Relations**Promote positive ongoing customer relationships and serve as a problem-solver and resource to customer.

**Salary Requirements: $68,000 Plus a year**

**Personality: Myers-Briggs Career and Personality Assessment Package**

Your Personality Type is: ENFJ

People of this type tend to be: friendly, outgoing, and enthusiastic; affectionate articulate, and tactful; highly empathetic, creative and original; decisive and passionately opinionated, productive, organized, and responsible. The most important thing to ENFJs is their relationships, and the opportunity to communicate and connect with others.

**Sales Awards Received: Top Gun Awards, 42 times Salesman of the Month. Started out as a salesman and in 3 years was a top State Distributor for ECO manufacturing**

**Education:** **Bachelor of Science**,

Business and Marketing, Tom Hopkins Business School, University of Oregon

**May, 2010 - Business Account Executive,** Charter Business: Lincoln City, OR.

**Present** The Business Account Executive is responsible for selling primary and ancillary communications solutions to small and medium sized businesses within a specified territory. Primary services include coax delivered Internet, video and voice. Ancillary services include custom hosting, desktop security, data back-up, data storage, managed security, managed internet router, toll free, additional email addresses, static IPs and more. BAE achieves sales and revenue goals through successful prospecting for new customers as well as the successful sale of bundled services to new customers. BAE is responsible for generating all sales leads through a variety of prospecting tactics and working every lead from initial contact to sale. BAE is responsible for the development and implementation of a Territory Plan which is designed to expand the customer base within their assigned territory. BAE is 100% focused on generating new Internet, voice and video customers. Territory covers Yachats to Tillamook Oregon. Ave $3100 MRR 28 connects per month $85,000 a year

**January, 2009 -** **Independent Sales and Marketing Manager/ Consultant**

**April, 2010** Project coordinator of each marketing area though out the US. Offering on line discounts to consumers and applying social media. Facebook, Tweeter, LinkedIn, YouTube, Using SMS, MMS and SEO to drive traffic to advertiser. $185,000 gross sales monthly. Recruiting main sales force and managers. New marketing technique for leads. Work with owner directly one on one around the table daily.

**May, 2006 -** **Owner,** Bullfrog Hot Tubs: Missoula, MT.

**December, 2008** All aspects of running hot tub retail outlet, Sales, service, ordering, marketing and advertising. $980,000 in gross sales of Bullfrog Hot Tubs for 2008. Top grossing store in the Northwest in 2007

**February, 2000 - General Manager,** Mountain Springs Spas: Missoula, MT.

**March, 2006** All aspects of managing, sales, advertising, service, and public relations of hot tub dealership. $1.1 million/sales in 2003. $92,000 in salary and bonus in 2004

**September, 1998 - Publisher/Owner,** “101 Things To Do On The Central Coast”: San Luis Obispo, CA.

**February, 2000** In charge of all aspects of publishing tourism magazine from advertising sales to circulation. Gross ad sales $340,000 in four months.

**March, 1996 -** **Owner and Operator**, WebAd Web Development Co.: Big Fork, MT.

**August, 1998** In charge of all sales. Developed over 185 web sites. Net income $55,000 through 1998

**November, 1994 -** **Consultant,** Westec and Protection One: Tucson, AZ.

**March, 1996** Home and commercial security**.** Top Sales Rep for 5 consecutive months, District sales recruiter for 9 months. $61,000 income

**April, 1991 -** **State Distributor,** ECO Manufacturing: Seattle, WA.

**October, 1994** Door-to-door sales with 5 offices throughout the Seattle area. 1.4 million Average sales per year. In charge of over 60 sales people and 10 Sales Managers. Constantly recruiting and promoting, motivating Sales Managers and staff, made sure lead generation was strong w/ 30 telemarketers. $120,000 income for 1994