**Robert Lee Brownlow, III**

312 Lakehurst Ave. 540.797.3745

Salem, VA 24153 robertleebrownlow@gmail.com

**STRENGTHS**

* Proactive individual who takes initiative to efficiently produce results for any given task
* Self-motivated person with the ability to grasp and apply new concepts effectively
* Strong communication, networking, and time management skills
* Inquisitive fast learner who uses persistence and optimism to solve complex problems
* Trustworthy and charismatic leader that builds teams by leading from the front
* Creative thinker who demonstrates unique ability to address new ventures with successful results
* Proficient in Microsoft Office Suite, Salesforce CRM, and JavaScript programming language

**EDUCATION**

**Virginia Polytechnic Institute and State University**  **December 2012**

**Blacksburg, VA**

B.S.- Biological Sciences

**WORK EXPERIENCE**

**MSC Industrial Supply Company, *Business Development Representative* 2015-2020**

**Roanoke, VA**

* Acquire new business revenue through outside sales, utilizing skills in problem solving
* Identify customer inefficiencies in the supply chain
* Promote products and solutions to help enhance company performance
* Accomplishments
  + Received the “Rising Star Award” for exceptional growth in first year
  + Grew base territory from $30,000 to over $550,000 in 3 and a half years and considered a “Subject Matter Expert” on growing business

**Nerium International, *Sales Representative* 2014-2015**

**Roanoke, VA**

* Retail product sales and demos to salons, med spas, and individual consumers
* Recruited and trained new sales representatives in product distribution and personal development
* Accomplishments
  + Achieved “Senior Brand Partner” in first two months and promoted to the rank of “Director” in 6 months

**Vemma Nutrition Company, *Sales Representative*** **2013-2014**

**Roanoke, VA**

* Retail sales to health-conscious individual consumers
* Provided product demonstrations and educational workshops on the importance of good nutrition in the Health and Wellness Industry

**Cape Fear Retinal Associates, *Ophthalmic Technician***  **2012**

**Wilmington, NC**

* Prepared patients for examinations, performed basic vision tests along with retinal scans, as well as treated the patients with numbing agents to prepare them for intraocular injections

**COMMUNITY/SOCIAL INVOLVEMENT**

* **Co-founder of Maji Project (Not for Profit company that helped build wells in Africa) 2016**
* **Phi Kappa Psi Fraternity (Social Fraternity) 2008-Present**
* **Blue Ridge Church Keyboard Player (Weekly) 2008-2014**

**REFERENCES AVAILABLE UPON REQUEST**