ROBERT J. MAXWELL

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Sr. Inventory Specialist – Deseret Manufacturing

Applicable Strengths

* Dynamic and powerful motivator who inspires individual job seekers and groups.
* Career coaching expertise with students and diverse job seekers to apply cutting edge job search techniques and build personal brand.
* Mentor and counsel others to identify strengths and skills and communicate them to an employer.
* Apply high creativity and conceptual analysis to interpret and solve complex problems.
* Highly persuasive presentations using creative focus.
* Proficient in Microsoft Dynamics 365, Excel, Word,

Accomplishments

* Engaged senior level executives and government officials to successfully execute the 14th Annual US Russian Business Summit.
* Exceeded targets by 400% for 5 consecutive years, achieved Top Nationwide Champion yearly.
* Marketed, orchestrated executive gala events to recognize G8 summit in St. Petersburg, Russia.
* Trained and coached sales team, surpassed targets by 35%, resulting in top performing unit in network.

Education

* B.A. Interdisciplinary Studies,International Business / Russian

Minor:Communication**,** Arizona State University, Tempe, AZ

* Linguistic Certificate of Russian, Moscow Linguistic University, Moscow, Russia

Experience

* *Marketing Committee*, Entrepreneur Launch pad, Sandy, Utah May 2011 - Present

Represent ELP in community to serve, grow local businesses, and foster entrepreneurship.

Collaborate to more efficiently market and advertise ELP and our services.

Provide marketing ideas and initiatives to improve and increase brand awareness.

Consult with Entrepreneurs and businesses on marketing, sales strategy, and product development.

### *[Job Coach Volunteer | Mentor](http://www.linkedin.com/search?search=&title=Job+Coach+%7C+Trainer+%7C+Motivational+Speaker+%7C+Counselor&sortCriteria=R&keepFacets=true&currentTitle=C" \o "Find users with this title),* LDS Employment Services, Sandy, UT July 2010 – Present

### I counsel and coach job seekers to identify strengths and skills, and then communicate them to employers. I teach effective strategies to develop a successful job search campaign. I've taught the career workshop as well as training sessions on marketing yourself online.

Provided exceptional service in high escalated situations, and achieved quality metrics 100%.

Analyzed reports, discovered discrepancies and improved team performance metrics by 10%.

*Sales Specialist/Customer Relationship Trainer,* JP Morgan Chase, Tempe, AZ 1999-2009

Exceeded targets by 400% for 5 consecutive years, achieving National Sales Champion award yearly.

Utilized consultative and cross-sell approach to drive high sales efficiency, and increase customer satisfaction.

Developed and maintained strong customer relationships by identifying risk, anticipating client need and cross-selling deliverable solutions.

Served as liaison between training and sales department, ensuring adherence to vendor scripting and disclosures, which exceeded quality metrics by 10%.

Trained and coached new team exceeded department sales targets by 35%.