

Robert Smith

Area Sales Manager/Sales

CONTACT DETAILS

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

PERSONAL STATEMENT

Area Sales Manager with 13+ years of experience, brilliant at utilizing personnel to achieve maximum growth and market share, through effective hiring, training, and motivation. A results-demanding, aggressive leader with an energetic management style. Capable of illustrating a vision for growth in a highly competitive industry as a motivator and catalyst for change.

SKILLS

Proficient In Windows, Internet Searches, MS Word, Excel, Quickbooks, Quicken, Basic AP/AR, Calyx Point, Encompass, Inventory Management, Employee Management, P&L Statement Analysis, and Byte.

WORK EXPERIENCE

Area Sales Manager/Sales **ABC Corporation - July 2008 - Present**

Responsibilities:

- Creating multiple sales and marketing strategies for employees to utilize for branch and area success.
- Actively sought and acquiring new accounts through aggressive marketing, inside and outside sales, leading to the significant and consistent growth in revenue, profitability and market share.
- Increasing employee retention through effective communication, inspiration, and motivational skills leading to over a 90% employee retention score.
- Recognized monthly, quarterly, and annually for generating operating profit, customer satisfaction, fleet growth, and employee retention.
- Group and individual coaching for product and sales techniques for success in a fast-paced digital technology industry.
- Training and development of sales reps to meet team goals, including online and in-person guidance.
- Managing sales team of 10-18 representatives, covering Illinois and Iowa territories.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Branch Rental Manager **ABC Corporation - May 2006 - June 2008**

Responsibilities:

- Managed 3 rental branches and led teams in various aspects of operating a successful business in a highly competitive market.
- Created and implemented procedures and plans in marketing, sales, customer service, and cost control as well as other specific branch plans consistently led the 3 branches to lead the region in operating profit, increasing the Schaumburg, Elmhurst, and Bensenville by 25% revenue growth.
- Manage diverse/competitive sales territories accounting for 100% of branch income and growth.
- Successfully trained and developed 5 assistant branch rental managers to receive promotions as branch rental managers.
- Created branch new procedures and training manual for staff which resulted in promotions and a more efficient office.
- Consistently led the region with the highest customer service score of 89% increased new business dollars by 65% by actively searching for

REFERENCES

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

new business in a specific territory as well as generating more business from existing accounts resulting in growth over 20%.

- Successfully trained and developed 5 assistant branch rental managers to receive promotions as branch rental managers.

Education

Bachelors Of Business Administration in Business Management - (Robert Morris University - Chicago, IL) Certification in Meeting And Event Planning - October 2009 (Belmont University - Nashville, TN) B.A. in Interdisciplinary Natural Science - (University Of South Florida - Tampa, FL)