

ROBERT SMITH

Business Sales Associate

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Experienced business sales professional with over 15 years of success in account management, sales, operations, and customer service. Looking to pursue a career as a Business Sales Associate.

CORE COMPETENCIES

Process Improvement, Building Internal And External Relationships, Project Management, Staff Development & Training.

PROFESSIONAL EXPERIENCE

Business Sales Associate

ABC Corporation - July 2006 – August 2008

Key Deliverables:

- Consistently met or exceeded sales goals for accessories and features.
- Proactively monitored and pursued contract renewals for customer retention. Provided coordination of network, data, and CPE installations to ensure maximum customer satisfaction.
- Knowledge of tariffs and regulatory rules.
- Proactively maintained a high degree of product and service knowledge.
- Researched sales opportunities and expired contracts for account managers.
- Resulted in the department achieving 124% of quota and the highest percentage of quota attainment in the nation.
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Business Sales Associate

Delta Corporation - 2009 – 2010

Key Deliverables:

- Created company growth by adding new customers and renewing existing customers through cold calling and building rapport. Worked with others to achieve better results and forge close working relationships and alliances in order to get things done internally for the client.
- Position EXL as a strategic partner, trusted adviser, and value-creator to assigned industry clients
- Stayed on top of information needed by prospective customers in an effort to serve as a resource
- Sought to provide an appropriate solution by understanding what the customer is trying to accomplish
- Be flexible in the sales approach or solution to accommodate the customer versus force-fit the customer to an existing model.
- Understood the financial impact of developments on the industry and company.

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EDUCATION

Masters of Science in Accounting - (Strayer University Richmond - Richmond, VA)

