

ROBERT SMITH

Business Sales Consultant II

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

SUMMARY

Experienced Business Sales Consultant II with 17+ years of overall Sales Experience, is seeking to obtain a position that will provide me with experience in managerial skills with an opportunity for advancement.

CORE COMPETENCIES

Working Knowledge Of Computer, Tablet, And Mobile Systems, Leader, Highly Competitive, Self-sufficient, Detail Oriented, Exceptional Time Management, Microsoft Office Suite, CRM, SVP, KOL Dashboard, RB Zone, WCIS, Lamp, And Adobe.

PROFESSIONAL EXPERIENCE

Business Sales Consultant II

ADT Security - April 2005 – Present

Key Deliverables:

- Responsible for the sales of Burglar Intrusion Systems and CCTV surveillance systems for the commercial businesses.
- Providing face to face presentations and demonstrations of intrusion equipment with business owners.
- Designing and diagraming the best application and placement of alarm intrusion and CCTV surveillance equipment to fit the customers specific needs.
- Generating new commercial opportunities for aiding in the growth of Brinks business security.
- Qualifying the commercial growth opportunities generated by Brinks business security.
- Cold calling the new and existing businesses to gain new customers and increase my customer base.
- Developing relationships with new customers to gain referrals for future business.

Field Service Representative

Dap Inc - July 2000 – December 2004

Key Deliverables:

- Responsible for maintaining and servicing accounts of 19 home depot stores in the southwest region.
- Increased sales by delivering high impact product knowledge to store personnel and end users.
- Organized and prioritized my schedule to ensure that time was effectively used to increase sales at slumping stores.
- Developed friendly working relationships with store managers and district managers.
- Increased sales growth within the territory by selling in various end caps and displays.
- Maintained accurate and adequate inventory levels throughout all stores in the territory.

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- Responsible for the completion of all activities (steel walks, merchant walks, and final product placement) related to the opening of 6 new home depot stores.

EDUCATION

- B.A. in General Studies - May 2000(LOUISIANA STATE UNIVERSITY - Baton Rouge, LA)