

ROBERT SMITH

Business Sales Consultant I

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SUMMARY

Business Sales Consultant I with 12 plus years of experience in the Finance domain is seeking to obtain critical experience and be a valuable asset in the banking or finance industry.

SKILLS

Investments, Project Management, Team Building, Customer Relations

WORK EXPERIENCE

Business Sales Consultant I

Wells Fargo Bank N.A - November 2010 – Present

- Coordinating the business relations between departments to ensure sales performance are met.
- Managing the due diligence activities in support of new business or product opportunities.
- Communicating new and proposed product features to company executives.
- Developing customized strategies for mid-size to large company executives in regards to products and sales.
- Sourcing and developing the relationships with new small to large size business clients.
- Prospecting, closing new business deals by highlighting the value and product benefits.
- Meeting and exceeding sales quota within a low volume environment.

Business Sales Consultant

ABC Corp - June 2005 – September 2010

- Educated the customers, through conversations, presentations, in-services, and literature.
- Cold called the prospects that are generated by external sources of lead as well as perform lead generation.
- Recommended the benefits of products/services to generate customer interest, as well as being proactive in addressing and resolving problems and issues quickly, and efficiently.
- Managed and created the social media campaigns, e-mail blasts, monthly promotions and posts on LinkedIn, Facebook, and Instagram.
- Assigned as escalations representative utilizing attention to detail, follow-through, and persistence as well as readiness to accept ownership and investigative skills.
- Assigned as an in-charge supervisor as a result of strong leadership as well as excellent planning, organizing and multi-tasking to meet critical deadlines.
- This is Dummy Description data, Replace with job description relevant to your current role. In case if you dont need it you can delete it.

SCHOLASTICS

- Associate in Psychology - 1997 to 2000(Scottsdale Community College - Scottsdale, AZ)