

Robert Smith

Sr. Business Sales Consultant

CONTACT DETAILS

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PERSONAL STATEMENT

Sr. Business Sales Consultant with 7 years of experience in the Marketing domain is seeking to obtain a position that will allow me to utilize the skills I have obtained in previous sales positions and also use my customer service skills that will help me excel at my position. I am also looking for a position that will be challenging and allows me to learn new skills at the same time.

WORK EXPERIENCE

Sr. Business Sales Consultant

Invenio Marketing Solutions - January 2013 - July 2013

Responsibilities:

- Created sales opportunities in existing and new accounts, obtained orders from customers.
- Established new accounts by planning and organizing daily work schedule to call on potential sales opportunities.
- Focussed on sales effort by studying product knowledge and sales processes that are historically successful.
- Submitted the sales through company CRM software and ensuring content is accurate and reflects customer needs.
- Resolved the customer complaints by investigating problems and developing solutions.
- Helped the team maintain its quota for 5 months on the sales floor, kept a positive attitude that kept my coworkers around me positive.
- Demonstrated the people skills, problem-solving skills, organizational skills, computer skills and also teamwork skills.

Business Sales Consultant

ADT - September 2006 - December 2012

Responsibilities:

- Sold products within assigned territory, maintaining assigned sales quota and followed the established guidelines.
- Processed the work order and completed all paperwork in accordance with approved and standardized.
- Maintained customer retention by affirming customer satisfaction after the completion of 6 months and 12.
- Developed and implemented the strategies to acquire new business, including performance and planning territory.
- Tracked teams performance and implemented the development plans for any existing employee skill gaps.
- Managed and maintained the responsibility for all financial, budget, and sales reporting.
- Scheduled and maintained calendar appointment, meetings, conference calls, and travel arrangements/itineraries.

SKILLS

Inventory Management,
Telecom Consulting And
Sales, Business
Consulting, Sales, B2B
Consulting, Cold Calling,
Salesforce, Vision Billing,
CSG Billing, DST Billing

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

High School Diploma - August 2001 to June 2003(Jack Yates Sr. High School - Houston, TX)