

Robert Smith

Business Sales Consultant I

CONTACT DETAILS

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PERSONAL STATEMENT

Talented, results-producing Sales Professional with progressive experience within the sales industry and the skills to drive business growth, capitalizes on new revenue potential, and manages all aspects of daily business operations. Proven expertise in sales, pricing strategies, client relations and needs assessment, marketing, financial management, administration, staff training, supervision, motivation, and monitoring others.

SKILLS

Vendor Management,
Conflict Management,
Team Management, MS
Office & MS Project,
Communication,
Leadership, Agile/Scrum
Methodology, Project
Scheduling, Strategic
Planning.

WORK EXPERIENCE

Business Sales Consultant I

Comcast Business - January 2013 - Present

Responsibilities:

- Consulting and selling the Comcast services to small, medium and large based businesses to C and B level management and executives in a territory that is nationwide.
- Analyzing the customers wants and needs to decipher which products and services would be the best fit (analog phone service, fiber coax cable, VoIP phone service, Pri Phone service, pre-sell of fiber internet connections, large variety in tv options).
- Upselling, cross-selling and retaining the current accounts to generate revenue that contributes to meeting and exceed monthly and quarterly quota.
- Ranked in top 15 of 160+ fellow representatives in Comcasts #1 business sales division in the country.
- Creating long-lasting relationships with clients from general management to executives that involved regular contact and followed sales cycle from beginning to the end.
- Managing and monitoring a funnel of an average of 20-40 pending accounts at one given time.
- Average of about 15-20 inbound sales calls a day along with 30-40 outbound calls a day to prospects.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Business Sales Consultant

ABC Corp - January 2005 - 2013

Responsibilities:

- Promoted to senior sales consultant (facilitate training, in-field ride evaluations, involved in the interview process).
- Supervised new employees regard to database management, penetrating new accounts, existing client upkeep, and daily regiment.
- Responsible for generating new business ranging from medium to large sized organizations.
- Worked with a defined sales quota focusing on initiating relationships with multi-level decision-makers through phone, marketing mailer campaigns, in-person contacts, and presentations.
- Consulted small to large business owners on products required to have a successful online presence.
- Assisted with the technical upkeep of clients websites, business email

- and all other applications for business owners and employees.
- Provided business clients with excellent customer service and valuable recommendations for their business.

Education

Bachelor Of Science in Business Technology - 2012 to 2015(DeVry University)
Associates in Business - 2005 to 2008(Community College Of Philadelphia)
Industrial Engineer - 2003 to 2005(Morgan State University)
Diploma - 2001 to 2003(Delaware Valley Charter High School)