

Robert Smith

Business Sales Consultant

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SUMMARY

Business Sales Consultant with 5 plus years of experience in the Finance domain is seeking to surpass the expectations of the company by increasing profitability, creating a successful environment that nurtures a career path and fulfills recognized achievement in sales and client relations.

SKILLS

Leadership, Empowering And Managing Performances, Staff Mentorship, Coaching, Training And Motivating, Digital Advertisement, Social Media, Vertical Markets, Business Development, Computer, CRM Platform, Google Docs, Microsoft Office, Citrix Software

WORK EXPERIENCE

Business Sales Consultant

Wells Fargo - September 2015 - Present

- Assigned to 7 retail banking centers to educate, train and coach 70+ bankers on how to identify, create and effectively refer new merchant sales opportunities.
- Working with SMB owners and set up an in-person meeting to do need assessments, explaining the value of products, and suggesting solutions can help SMB owners increase revenue, reduce costs, and assist in managing and growing their business.
- Uncovering the business owners challenges and non-cash payment processing needs, recommending products or solutions, discussing the pricing options, and collecting the vital information documentation essential to creating a merchant proposal.
- Analyzing the financial documentation in great detail, developing proposals on computer software, and delivering the formal presentation to prospective merchants.
- Negotiating the final contract figures if necessary, build applications, attaining the required signatures, submitting paperwork to underwriting, and completing equipment installation to ensure a smooth transition process.
- Creating canvassing sales strategies with bankers and executing the plan on a recurring basis.
- Developing a profitable book of business and manage customer service at all times.

Sales Manager

Bay Area News Group - September 2013 - July 2015

- Managed, coached, trained and motivate 6 multimedia Account Executives to ensure driving revenue by prospecting and building quality and quantity pipeline while maintaining a strong personal relationship with existing and potential clients.
- Oversaw the fulfillment cycle from development through to implementation to manage \$7.2m in annual revenues.
- Drove creative development process by leveraging past performance indicators to gauge best engagement approach.
- Worked with C-level leadership to customize product positioning, pricing, and packaging options.
- Consistently developed compelling strategies and work effectively with cross-functional teams to drive the result.
- Prioritized account management and sales processes by adapting to schedules, evolving product availability, and maintaining deadline requirements.
- Identified sales Objectives Key Results (OKRs) and set expectations for the team and coached the team to turn prospects into clients and clients into partners.

EDUCATION

Bachelor Of Science in Business Administration And Management And Human Resource - May 2013(San Jose State University)