Business Sales Representative/Analyst

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: linkedin.com/qwikresume
Address: 1737 Marshville Road, Alabama.

Objective

High energy team player with a solid background in National/Regional Sales and Marketing, who is eager to contribute expertise toward actively supporting a progressive organization and optimizing operational growth. Over 18 years of experience in Sales and Marketing, with comprehensive skills in generating applications, pre-qualifying and closing client-base in major markets.

Skills

Microsoft Office, Windows OS, Apple OSX.

Work Experience

Business Sales Representative/Analyst

ABC Corporation - September 2011 – November 2012

- Sell products within an assigned territory maintained assigned sales quota and following established guidelines.
- Identify prospects utilizing creative lead generating techniques.
- Present sales presentations and proposals to prospects, identifying positive features and advantages of our products and services over those of the competition.
- Adhere to current ADT policies, procedures, products, programs and services.
- Follow up with prospects. Prepare the final contract.
- Process work order and complete all paperwork in accordance with approved and standardized procedures.
- Maintain customer retention by affirming customer satisfaction after the completion of both 6 and 12 months of service.

Business Sales Representative

Delta Corporation - 2009 – 2011

- Receive and answer incoming calls from business clients and members Provide helpful information whether for small business or .
- Investigating and evaluating appropriate tech solutions based on business needs with a well maintained, personal customer base.
- Initiating and finalizing sales in a professional and judicious manner, following up post- sale to ensure satisfaction.
- Sell FES electricity to businesses.
- Responsible on my own for doing the work and reporting, and all necessary to complete registration for FES with minimal to no supervision.
- Minimum 14 visits per day, I averaged around 19.
- Participate in conference calls with outside markets to share information on how I was doing so well.

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Education

Business Administration Technical - (Nashville State Tech Institute)

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