Campus Marketing Representative

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

Accomplished and energetic professional seeking employment with a results-oriented company that seeks an ambitious and career-conscious person, where acquired skills will be utilized toward growth and advancement.

Skills

Forecasting, Web Design, Client Relationship Management.

Work Experience

Campus Marketing Representative

ABC Corporation - March 2012 – November 2012

- Identified and developed relationships with key decision-makers in order to facilitate future sales.
- Gave bi-weekly presentations on our products, while applying solutions to problem files, resulting in closings.
- Used rebuttal skills effectively to persuade decision-makers to use our products vs. competitors.
- Market asphalt cement, roofing flux, and heavy industrial fuel oil to more than 25 accounts from the refinery into ten different states.
- Sell between 125 - 150 million gallons annually, generating sales revenue between $250 - $300 million.
- Achieved consecutive sales and revenue records in 2011 and 2012, increasing sales volume by 51% and sales revenue by 20%.
- Secured six new customer accounts in five different states and Canada, with 336 million gallons of potential asphalt storage volume for future sales.

Campus Marketing Representative

Delta Corporation - 2008 – 2012

- Identified and developed relationships with key decision-makers in order to facilitate future sales.
- Gave bi-weekly presentations on our products, while applying solutions to problem files, resulting in closings.
- Used rebuttal skills effectively to persuade decision-makers to use our products vs. competitors.
- Market asphalt cement, roofing flux, and heavy industrial fuel oil to more than 25 accounts from the refinery into ten different states.
- Sell between 125 - 150 million gallons annually, generating sales revenue between $250 - $300 million.
- Achieved consecutive sales and revenue records in 2011 and 2012, increasing sales volume by 51% and sales revenue by 20%.
- Secured six new customer accounts in five different states and Canada, with 336 million gallons of potential asphalt storage volume for future sales.

© This Free Resume Template is the copyright of Qwikresume.com. Usage Guidelines

Education

BA in Cinema - (San Francisco State University - San Francisco, CA)

© This **Free Resume Template** is the copyright of Qwikresume.com. **Usage Guidelines**