

# Commercial Account Executive I

## ROBERT SMITH

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### Objective

Commercial Account Executive I with 14 years of experience is seeking to secure a position with the opportunity for professional growth in a prospering company that offers a challenging and rewarding career.

### Skills

Arcgis, Project Management, CAD, MS Office, Access, Auto CAD, Turbo CAD, And Map Info, Oracle, SQL, VBA, CS3 Photoshop, CS3 Illustrator, & Java.

### Work Experience

#### Commercial Account Executive I

**AgI Resources** - January 2006 - Present

- Working as the Commercial Account Executive handling the Sales and Marketing of natural gas in the Atlanta Metropolitan area.
- Promoting the sale of natural gas to all commercial new business customers in Atlanta.
- Developing and maintaining relationships with new and existing customers.
- Marketing the information about natural gas and AGL to local business organizations.
- Guiding the existing and potential customers on the multiple uses of natural gas.
- Meeting with the developers, owners, and project managers on site to discuss the specifics behind their gas.
- Conceptualizing the pipe design, coordination of pipe installation, and gas meter sets for all projects.

#### Commercial Account Executive

**ABC Corp** - 2003 - 2005

- Met directly with the clients. Negotiated and sold lines of insurance to clients.
- Designed insurance and risk management plans for clients as assigned and directed by the Agency management.
- Provided clients with full exposure analysis and reviews methods of handling risks.
- Worked with the Producer to write new business accounts. Sold in place of or in coordination with Producer.
- Lead accounts through the renewal process per department procedures. Marketed accounts for insurance carriers and wholesalers as needed.
- Responsible for managing renewal accounts by rounding out and reviewing current policies.
- Attended the national alliance producer school in Tallahassee, fl and graduated third in class.

### Education

B.S. in Geography - 2002(Texas State University )