

ROBERT SMITH

Junior Commercial Account Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Highly motivated Junior Commercial Account Executive with 4 plus years of experience, strong people skills, attention to detail, problem-solving skills and a solid sales background looking to obtain a sales position with an innovative company.

CORE COMPETENCIES

Blueprints, Marketing, Project Management, Reading Blueprints, Training

PROFESSIONAL EXPERIENCE

Junior Commercial Account Executive

Graebel Van Lines - March 2015 – Present

Key Deliverables:

- Working with C level decision makers seeking commercial moving service contracts, managing high profile moving projects and business accounts with daily communications coordinating development and execution of marketing.
- Planning, assisting in negotiating and analyzing agreement terms. Controlling costs on projects to increase profitability.
- Negotiated over \$3 million in new commercial accounts within first 9 months of employment.
- Securing a large public library account -5-year contract to provide moving, packing & storage services to a network of 62 public libraries. Multi-million dollar account requiring several project managers and daily churn work.
- Sourced and procured a nationwide account with a famous luxury watch maker. Contracted to provide storage, transportation and logistics services for their trade shows and events.
- Drafting large multi-phase RFP proposals consisting of planning, development, pre-move, move and post move services.
- Collaborating with sales teams nationwide to create winning proposals for large multi-phase corporate.

National Account Management

ABC Corp - January 2014 – March 2015

Key Deliverables:

- Identified and closed new sales opportunities for Little Bee, BuzzPop, and Yellow Jacket children's books across retail and non-traditional specialty accounts.
- Worked closely with sales head on developing new business ideas and regularly reported on progress.
- Created and delivered account presentations.
- Provided consistent, persistent, and progressing follow-up on new the business leads.
- Kept apprised of trends and successes in children's publishing sales.
- Collaborated internally with multiple departments to help execute sales.

ROBERT SMITH

Junior Commercial Account Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

- Managed the sales goals and sales operation budgets.

EDUCATION

- Associates Of Science in Business Administration - May 2014(State University Of New York)