

ROBERT SMITH

Commercial Account Executive (Temp)

info@qwikresume.com | [LinkedIn Profile](#) | [Qwikresume.com](#)

I am a self-motivated Commercial Account Executive seeking full-time opportunities with a growing and innovative organization. I have a strong passion for Information Technology and data. I have previous experience in B2B sales with Ricoh USA, Inc.

EXPERIENCE

Commercial Account Executive (Temp)

Ricoh Usa, Inc - SEPTEMBER 2016 - APRIL 2017

- Recognized by upper-level Management for meeting my sales goals and gaining an extensive knowledge of the industry in my short time there.
- Communicated with current and prospective customers by partnering with them to help them solve their unique business needs through customer support and our product solutions.
- Identified, articulated, and implemented the products, solutions, and services to specific end-users customer requirements.
- Developed strategic sales plans and identified growth opportunities for the customers.
- Proactively developed new customer contacts by setting appointments with the key customers.
- Prepared presentations, proposals and strategic solutions to the complex customer.
- Consulted customers and prospective customers about the innovative business solutions.

Account Executive

Southern Tide - AUGUST 2015 - AUGUST 2016

- Knowledge of the apparel industry, marketing, customer service, event planning, and communication.
- Responsible for increasing brand awareness for the University of Arkansas community.
- Gained an extensive knowledge of the apparel industry by researching Southern Tide.
- Executed two events each semester and communicated the story of the Southern Tide.
- Planned and executed a philanthropy volleyball tournament with over 200 attendees.
- Responsible for managing renewal accounts by rounding out and reviewing current policies.
- Develop several referral networks that provided a steady stream of qualified leads.

EDUCATION

- Bachelor Of Science in Business Administration in Marketing - May 2016(University Of Arkansas, Sam M. Walton College Of Business)

SKILLS

B2B, Customer Service, Proposals, RECEPTIONIST, RETAIL SALES, Adobe Creative Suite, Microsoft Office, Technology, Salesforce, Oracle, CRM