

# ROBERT SMITH

## Commercial Account Executive II

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

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### SUMMARY

Commercial Account Executive experienced in business development and account management by building relationships for success. Proven record of growing a customer base consistently and exceeding company goals by being proactive.

### CORE COMPETENCIES

Customer Service, Sales, Salesforce, Account Management

### PROFESSIONAL EXPERIENCE

#### Commercial Account Executive II

**Ricoh - 2007 – 2018**

##### Key Deliverables:

- Responsible for managing renewal accounts by rounding out and reviewing current policies.
- Developed several referral networks that provided a steady stream of qualified leads.
- Made presentations to ceos, presidents for start up and fortune 500 companies.
- Performed all aspects of outside sales including territory management, lead development, presentations, and sales closing and follow up developed new accounts through extensive networking, telemarketing, cold calls, and market research and customer referrals.
- Upgrading and troubleshooting current clients needs and assessing and positioning products for improved networking and internet connectivity and phone services.
- Delivered training programs to help enable channel sales teams to sell our product.
- Fostered relationships with multiple business units like marketing, finance, and legal to create a successful customer experience.

#### Partner Operations Specialist B2B

**Google Inc - March 2000 – March 2006**

##### Key Deliverables:

- Collaborated with Adwords leadership across multiple divisions to help educate and lead the coordination of.
- Executed high impact partnerships, built strong relationships, cold calling 50 to 60 daily, and sent Legal documents to obtain deals. signed 70 agreements and received 260-floor plans for indoor maps.
- Worked on Google system, Buganizer, to expedite partner issues and worked closely with the engineers, field operations, and product under stressful environments to develop and drive improvements.

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- Transferred all data from Google docs, sheets to Salesforce allowing all internal workflows to be documented on SFDC and held weekly meetings with the Program Managers to communicate progress.
- Translated the technical concepts into easy to understand terms for clients during email and conference calls.
- Trained and educated new hires by creating training materials that helps with outreach strategies and relationship building skills, joined others sales calls and offered development feedback when needed.
- This is Dummy Description data, Replace with job description relevant to your current role. In case if you dont need it you can delete it.

### EDUCATION

Bachelor Of Science in Business Administration - (San Jose State University - San Jose, CA )

