

# Robert Smith

## *Sr. Commercial Account Executive*

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Talented Sales professional with over 5 plus years of experience in leadership and account management, in a variety of industries. Extensive experience in CRM, project management and directing sales teams. Continually exceed expectations by creating valuable partnerships and looking for new ways to promote products and building professional network ties. Works well with people at all levels of the organization, including stakeholders, customers, and vendors.

### **SKILLS**

Account Management,  
CRM, Customer  
Relations, Customer  
Relationship  
Management, Training

### **WORK EXPERIENCE**

#### ***Sr. Commercial Account Executive***

**ADT LLC - January 2017 - Present**

##### *Responsibilities:*

- Creating detailed business plans to facilitate the attainment of goals and quotas as well as managing the entire sales cycle from finding, presenting, promoting and selling high-end integrated security solutions including access control, CCTV systems, cybersecurity, cloud, and software solutions, using solid arguments to existing and prospective customers.
- Increasing sales by cultivating client relationships and meeting their operational needs, including resolving client issues, researching problems, and making recommendations for potential product enhancements and modifications.
- Building and developing client relationships through various marketing channels such as direct sales, electronic communication, and social networking.
- Providing professional after-sales support to enhance the customers dedication and remaining in frequent contact with the clients to understand their needs.
- Negotiating agreements and keeping records of sales and data as well as overseeing the sales forecasting, goal setting, and performance.
- Effectively leading a team of managers and account coordinators in performing cost-benefit and needs analysis.
- Work directly with customer business and it leadership to become a trusted advisor providing solutions to their business and it challenges and planning.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

#### ***SMB District Sales Manager***

**ADT LLC - February 2012 - December 2016**

##### *Responsibilities:*

- Designed and recommended sales and marketing programs while setting short- and long-term sales strategies.
- Managed and directed a Salesforce to achieve sales and profit goals within a district.
- Effectively lead, mentored, coached and motivated the team to meet personal and company goals as well as resolved conflicts and made decisions.

- Hired, retained, trained and managed sales team of 10-17 members on daily basis and provided guidance whenever needed.
- Worked with team to implement new sales techniques to obtain profits and conducted employee performance evaluation.
- Contacted the potential customers and identified new business opportunities while staying abreast with customer needs, market trends and competitors.
- 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 - 2008(University Of Texas At Dallas - Dallas, TX )  
MBA - (University Of Phoenix )