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Commercial Account Executive III

SUMMARY

Commercial Account Executive III with 18 plus years of experience is seeking to obtain a position in a fast paced people orientated business. Utilize skills that allow me to build rapport, listen and develop a solution to customers needs. Build on past successes and continue to provide stellar results for myself and new employer.

SKILLS

Value Selling, SAAS, ERP, Service Management, ITIL, Cloud Computing, Supply Chain Management, Mobile, ROI, Solution Selling, Enterprise Software, Forecasting, Prospecting, Account Management, Microsoft Office, Salesforce, Territory Management, Strategic Partnerships

WORK EXPERIENCE

Commercial Account Executive III

Tyco Integrated Security - 2000 - 2014

- Responsible for systems sales with a diverse profile of enterprise level clients and a multitude of low voltage product offerings.
- Consistently signed on large commercial companies through professional business development, sales, and marketing techniques along with strong professional communication, follow-ups and customer service.
- Consistent top performer in sales of CCTV, fire life safety, access control, intrusion and other low voltage products/systems throughout the South Orange County and Greater Los Angeles areas. Met or exceed company required gross margin levels.
- Responsible for selling to owners direct, electrical contractors, general contractors, architectural & engineering firms (consultants - working with the specification process).
- Developed and maintained strong long-term relationships with commercial & industrial complexes, building owners, government agencies, property management firms, campus style and healthcare profile facilities.
- Obtained vast amounts of contracts through repeat business and word-of-mouth advertising garnered through highly satisfied customers.
- Assisted in training and mentoring of a proven sales team. Created motivational programs that ensure the continued expansion of the client base while maintaining ideal retention rates.

Commercial Account Executive

Ucla - 1993 - 1998

- Work with small to large business customers to determine their service needs (i. E. Business phones, business level internet, cable) and sell appropriate solutions to meet current/future requirements.
- Calculate irr (internal recurring revenue) and costs/benefits to bright house and, once approved, coordinate with construction department on-site surveys, timelines and permits. Oversaw the administration and accuracy of all required reports and documentation.
- Numerous letters of commendation from customers for outstanding service.
- Educated customers about professional space planning and design, features and benefits and cost advantages based on thorough needs analysis.
- Established viable partnerships with vendors and resellers to expand market share.
- Launched emerging market strategy for latam.
- Expanded sales in se territory and latam by maximizing existing customers and increasing market share.

EDUCATION

Bachelor Of Science in Business Management - 2009(University Of Phoenix - Ontario, CA)Associate Of Arts in Liberal Arts And Sciences - 2004(West LA Community College - Culver City, CA)Diploma - 1985(Fairfax High School - Los Angeles, CA)