

## Commercial Route Manager

# ROBERT SMITH

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## Objective

Seeking a full-time or part-time Commercial Route Manager position within a company providing high quality and honest customer service to clients. Furthermore, I would like to contribute my education and skills as a mechanical engineer and my eleven years of agriculture experience treating high priority commercial accounts to expand and grow with a reputable company within the market.

## Skills

Pest Control, Basic Remodeling, Attic/crawl Space Insulating, Demolition, Forklift.

## Work Experience

### Commercial Route Manager

**ABC Corporation** - January 2004 – May 2015

- Spent 11 years as a Commercial route manager and utilized my education as a mechanical engineer in performing mechanical labor on all small engines within the Austell branch.
- Designed a modification to the Turfo rider spreader pump in which the engineering department, after reviewing, later adopted my design for future models.
- Designed the pump to accommodate all material used within our commercial division and used the rider spreader to complete large accounts such as Brickman landscaping, totaling around 400 accounts, alone.
- Completed many high priority accounts with satisfaction from the customer resulting in many letters of appreciation from the client to regional and branch management.
- Included in the handbook by the company president for my work with Brickman which is a multi million dollar account.
- Able to decrease chemical usage, improve performance outcome, and increase time efficiency.
- Established Standard Operational Procedures for each site.

### Commercial Route Manager

**Delta Corporation** - 2001 – 2004

- Provide major medical, food, and pharmaceutical industries in the Ft Lauderdale area with products, treatments, and solutions in order to meet FDA.
- Constantly met the companys monthly goals of the customer satisfaction surveys.
- Plan and monitor daily route assignments to ensure quality service to customers Sets productivity, service, and safety goals for all route drivers.
- Route responsibilities consist of commercial properties, national accounts, and VIP accounts that fall in our service.
- Service all four quadrants of DC, Bethesda, Chevy Chase, Silver Spring, and Hyattsville.
- Managed a portfolio of more than 50 clients in the Southern California Inland Region, including national corporate accounts and small businesses.
- Performed pest control techniques including the application of pesticides, rodenticides, or allied chemicals for the purpose of eliminating.

## Education

GED