ROBERT SMITH

Commercial Sales Representative IV

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SUMMARY

Self-motivated Commercial Sales Representative IV experienced in both technical and non-technical, fast-paced team environments. Proven ability to develop and implement sales and marketing programs and acquire new business across a variety of territories, customers and industries.

SKILLS

Budgeting, Business Development, Coaching, Customer Service, Data Analysis, Delegation, Estimating Costs, Forecasting Sales, Goal Setting, Instructing, Leadership, Management, Multitasking, Negotiations, Organizational, Overseeing Inventory, Overseeing Product Displays, Profitability, Retail Industry, Sales, Scheduling, Strategic Planning

WORK EXPERIENCE

Commercial Sales Representative IV
ABC Corp - May 2003 – April 2017

- Managed the sales process for multifamily building owners, property managers and general contractors for window and storefront projects from $50k to $1m+.
- Performed takeoffs and assembled estimates for large commercial projects utilizing field.
- Observations and measurements, review of architectural, interior design and structural drawings and detailed review of project manuals and specifications.
- Selected the correct products based on customer needs, project specifications and applicable regulations.
- Consulted with architects, engineers, designers, and owners to develop scopes of work to satisfy project intention.
- Prepared comprehensive and technically detailed bid proposals, submittals, and shop drawings.
- Prospected and conducted face-to-face sales calls with executives, design professionals, and directors throughout assigned territory.

Outside Sales Representative
Boise Cascade Corporation - March 1990 – April 2003

- Kept detailed records of daily activities through online CRM application.
- Worked with contractors of various trades to supply their business with all the materials required.
- Performed weekly cold-calling and bi-weekly account maintenance of all existing accounts.
- Responsible for developing pricing for customers, related to re-tread work orders that are inputted into the system.
- Maintained 120 accounts and develop new accounts to expand the territory, servicing primarily concrete and trucking companies, schools, and municipalities.
- Responsible for product demonstrations, safety and basic maintenance training, organizing trade shows, and governmental price bidding.

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- Arranged all financing and leasing for customer purchases. Other duties included equipment rentals, delivery, assisting in advertising, and inventory control.

SCHOLASTICS

- Bachelor Of Arts - 1988(University Of Maryland - College Park, MD)

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