

# ROBERT SMITH

## Telecommunications Consultant

[info@qwikresume.com](mailto:info@qwikresume.com) | [LinkedIn Profile](#) | [Qwikresume.com](#)

A highly experienced and successful sales professional with the ability to capture new business and increase sales across several territories. As a creative and resourceful person with a strong history of surpassing aggressive sales objectives, I understand and possess the attributes necessary to succeed in growing your organization's revenue and market share.

## EXPERIENCE

### Telecommunications Consultant

#### ABC Corporation - 2000 - 2007

- Sell wireless voice, data and other communications products to residential and business customers from small business owners to C Level Management.
- Provided services to ensure customer satisfaction creating loyalty and referrals for additional business.
- Developed strategies to gain additional customers including cold calling, personal interaction thru networking and other awareness-creating activities to create a warm sales call.
- Identified potential customers needs suggestions and/or complaints and coordinate with the appropriate individuals to ensure the best outcome for the customer.
- Used needs assessment, problem solving, negotiating and analytical skills to develop and present proposals for service for current and potential customers.
- Worked as a team with Major Account Managers to ensure total satisfaction of large accounts with monthly revenues between \$1,000 and \$10,000.
- Managed and worked with 25 Major Accounts and over 100 small and medium sized accounts.

### Communications Consultant

#### ABC Corporation - 1997 - 2000

- Developed training material.
- Presented training material.
- Marketed and part-time promoted training programs.
- Trained diverse groups of people from high school students, college instructors, and employees to top company executives.
- Developed training materials on a wide variety of topics including Teamwork, Conflict Management, Time Management, Interpersonal Communications, Presentation Skills, Careers for the Future, American Disability Leave Act and Family Medical Leave Act.
- Professional Awards Rotary Paul Harris Award.
- 2008 Westmar Young Alum Award, 1996 This award was granted to

distinguished young alumni who made major contributions to their profession..

## **EDUCATION**

- Marketing - 1996(Minnesota State University - Mankato, MN)

## **SKILLS**

Microsoft Office, Social Media, Salesforce.