

Robert Smith

Consumer Sales Representative

PERSONAL STATEMENT

To do my best to serve your organization in such a way that is beneficial for the organization, for your clients, and for myself. To conduct myself with the highest standards of excellence in work and ethics to achieve sales and marketing goals.

WORK EXPERIENCE

Consumer Sales Representative

ABC Corporation - 1988 - 1996

Responsibilities:

- Responsible for all sales of Bestfoods products at A&P / Farmer Jack Supermarkets, independent groups, and all inner-city wholesalers.
- Managed promotional funding at the headquarters level and oversaw some 120 retail stores.
- Expanded wholesale client base to grow Oil sales from \$1 million to \$3 million per year within the Arabic market.
- Tripled Pasta distribution at Farmer Jack by utilizing account sales and market share information.
- Consistently achieved sales goals in assigned account responsibility.
- Responsible for all aspects of customer relations including, but not limited to billing and payment inquiries, sales, and marketing of new and existing products and problem-solving.
- Delivered world-class customer service and build customer satisfaction and loyalty.

Consumer Sales Representative

Delta Corporation - 1997 - 1999

Responsibilities:

- Exceeded daily sales established by management by achieving a 90% sale conversion.
- Provided prompt and value-added resolutions within a timely manner.
- Applied adjustments and credits to customer accounts based on detailed researching of billing errors applied via AT&T.
- Assisted customers on a daily basis calling in to inquire about new service, billing questions concerning their account or transferring accounts too.
- Utilize appropriate sales techniques to encourage a good customer relationship & enhance the buying experience.
- Interact with on-line systems while communicating with customers.
- Developed Excellence in Sales Training course.

Education

BA in Journalism - (The Ohio State University - Columbus, OH)

CONTACT DETAILS

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Alabama
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SKILLS

Customer Service,
Microsoft Office, Cash
Handling, Server.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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