ROBERT SMITH

Corporate Sales Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

An opportunity utilizing years of successful business development experience, account management background, and interpersonal skills.

CORE COMPETENCIES

Microsoft Office, Constant Contact, ACT, Quicken, Opera, Merlin, Booking.com.

PROFESSIONAL EXPERIENCE

Corporate Sales Manager

ABC Corporation - October 2005 – September 2009

Key Deliverables:

- Manage approximately 50 plus accounts and grew customer base through networking, referrals, cold calling and sales presentations.
- Accountable for meeting sales quota and maintaining optimal client satisfaction.
- Meeting targeted goal of 8,000 room nights, benchmarking revenues of $2.25M.
- Tripled scope of business relationships within my designated territory my first year by consistently exceeding 300 cold and follow-up calls weekly.
- Exceeded the monthly client presentations and site inspections quota by 10%.
- Managed a high-volume workload within a deadline-driven environment.
- Proven results in increasing incremental revenue by up-selling additional service in conjunction with contracted business and expanding the volume and profit of targeted prospect relationships.

CORPORATE SALES MANAGER

ABC Corporation - 2001 – 2005

Key Deliverables:

- Infiltrate and increase Room night revenue of hotels top 10 Corporate Accounts.
- Work directly with IHG Corporate Sales Representatives to increase traffic to hotel.
- Research, Develop, and create new corporate accounts for hotel.
- Discover, contract, and manage Local Negotiated Rate Accounts.
- Shift share to property drawing from past client portfolio / relationships.
- Manage and increase social media presence.
- Represent company locally and network to increase properties exposure..

EDUCATION

- Sales - (Triton College-Psychology)

2259 Oak Street, Old Forge, New York, 13420
© This **Free Resume Template** is the copyright of Qwikresume.com. **Usage Guidelines**