

ROBERT SMITH

Customer Development Specialist

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To obtain a Customer Development Specialist position that will allow me to use my strengths in communication, collaboration, analytical abilities and time management to make a positive impact for an organization.

EXPERIENCE

Customer Development Specialist

ABC Corporation - SEPTEMBER 2005 - DECEMBER 2013

- Responsible to collect receivables on all accounts.
- Took over a struggling route and successfully grew the route which subsequently had to be split.
- Worked diligently to learn product knowledge so as to be able to be a real resource for solutions for my customers.
- Maintained some of the highest collection percentages in the company, rarely going below 95%.
- Applied and deposited said money within the appropriate time requirements.
- Consistently received excellent performance reviews.
- Discussed, received, and verified order information with customers using appropriate methods as needed to include customer credits and to establish sales performance goals.

Customer Development Specialist

Delta Corporation - 2003 - 2005

- Managed a sales territory for just over 2 years before moving into a leadership position Responsible for aggressively growing a sales territory .
- Successfully signed new ATM and POS accounts from leads in 36 of 50 states via telephone; as well as built customer base in local area with face-to-.
- Monitored current accounts and retained change of ownerships of current accounts for ATMs and POS clients.
- Distributed commercial food products to restaurants and businesses; managed customer logistics.
- Generated \$170K in one week by facilitating relationships with brokers and product specialists.
- Developed and maintained double digit growth Provide marketing solutions and services to drive sales through Catalyst Program Increased sales margin .
- Responsible for growth and development of a 3.5M Sales Budget Achieved 28% territory growth \$532,632 in new business dollars in 2015 Sales Margin per .



EDUCATION

- MS



SKILLS

Event Management, Event Marketing.