

# Robert Smith

## Customer Sales Manager

### PERSONAL STATEMENT

Results driven sales, marketing and management professional with extensive experience in the consumer packaged goods, retail, and hotel industries. Demonstrated expertise in sales, brand, p&amp;l, and people management. Consistent top-performer able to interact and influence decision makers at all levels.

### WORK EXPERIENCE

#### **Customer Sales Manager** **ABC Corporation - 2008 - 2008**

##### *Responsibilities:*

- Collaborated with strategic accounts on joint business planning.
- Negotiated sales promotion execution, new item acceptance, planogram optimisation, and co-marketing programs to maximise business results for both brand and customer.
- Created and executed divisional sales plan s and trade spending budgets.
- Monitored retail execution and designed monthly retail communication program.
- Inspected all finance documents stipulations which are requested by lenders.
- Planned and directed staffing, training, and performance evaluations to develop and control sales and service programs.
- Supervised a sales force of 4 sales associates.

#### **Customer Sales Manager** **Delta Corporation - 2005 - 2007**

##### *Responsibilities:*

- Duties Help customers to get the right products to finish the job they may be working on.
- Help stock shelves, price items, take inventory, and help outside shops order parts.
- Customer sales representative for state of Florida, providing solutions for repairable materials Visiting customer accounts MRO facilitys FBOs and .
- Review customer specific product needs and determining other opportunities.
- Liaison between customer and company for customer property overhauls Organizing and attending joint sales calls with vendors.
- Continuously updating customers on product changes and / or modifications.
- Sales Lead for Walmart, created retailtainment events, and coordinated radio promos.

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
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[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Microsoft Office, Project Management, Marketing, Customer Service, Management.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

Education

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