ROBERT SMITH

Demo Specialist II

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SUMMARY

Maintain satisfaction and contribute to Company Success. Proven ability to establish rapport with clients and exceed sales quotas.

CORE COMPETENCIES

Analytical Skills, Oral Skills.

PROFESSIONAL EXPERIENCE

Demo Specialist II

ABC Corporation - July 2013 – November 2014

Key Deliverables:

- Set up and arranged displays or demonstrated areas to attract the attention of prospective customers.
- Suggested specific product purchases to meet customers needs.
- Coordinated all in-store vendors on weekly, monthly and event bases.
- Prepared and served food samples using small appliances such as fryers, skillets, knives.
- Possessed the aptitude and ability to gain adequate knowledge of products represented.
- Coordinated or participated in promotional activities or trade shows, working with developers, advertisers, or production managers.
- Negotiated contracts with vendors or distributors to manage product distribution, establishing distribution networks.

Demo Specialist

ABC Corporation - 2008 – 2013

Key Deliverables:

- I greeted customers and offered them a sample.
- Tried selling the product I had that day.
- I enjoyed this job..
- there were alot of people daily to see and meet.
- Sold product each and every time I had a sample.
- Usually ran out before the end of the shift.
- Skills Used Skills used were communication, vocal..

EDUCATION

- Bachelor's in Business Management - 2009(OKLAHOMA STATE UNIVERSITY - Stillwater, OK)

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