

Robert Smith

Direct Sales Agent

PERSONAL STATEMENT

As a Direct Sales Agent, responsible for Conducting quality in-house sales presentations in both Spanish & English by soliciting new/existing customers face to face.

WORK EXPERIENCE

Direct Sales Agent

ABC Corporation - 2009 - 2015

Responsibilities:

- Answered questions and concerns prospects had with policies and procedures.
- Quoted and calculated premiums.
- Maintained license and certifications annually to sell on the Federal Marketplace Exchanges.
- Exceeded Company set goals and performance metrics.
- Took applications over the phone, paper applications, and walked new members through the Marketplace website to complete application and receive tax subsidies.
- Researched ways to help customers with different interdepartmental needs.
- Responsible for account management and ensuring customer satisfaction.

Direct Sales Agent

ABC Corporation - 2007 - 2009

Responsibilities:

- Received calls from account holders, placing new/existing orders for AT&T customers, up-sell products for additional .
- Take inbound calls for people who have questions about pricing and wants to sign up for DIRECTV/AT&T products.
- Sold directv to new customers, operated many different screens at once, ran social security numbers for new offer eligibility, transferred customers .
- Interacted regularly with clients and responsible for representing a full line of insurance products, serving as a trusted advisor to individuals for .
- Responsible for acquiring new customers for video, data & phone services via Direct Sales.
- Experienced in using technology to work sales territory & process orders.
- Proven ability to overcome customer objections to rebuild previous customer relationships & acquire new customers.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

MS Office, Customer Service, Sales, Management, Marketing, Accounting, Business Analysis.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Bachelors Of Science - (University Of Missouri-Columbia - Columbia, MO)