ROBERT SMITH

Direct Sales Representative III

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To join a progressive organization where my vast telecom and technology services expertise in Customer Retention, Sales Support and Project Management that will provide high value and increased profitability.

EXPERIENCE

Direct Sales Representative III

ABC Corporation - MARCH 2011 – JULY 2014

- Work independently in the field including spending time with customers.
- Sell business class services (phone, internet and video) to small and medium size businesses.
- Grow the business through developing and maintaining the sales plans for my own territory and for each account including identifying new prospects and using multiple sources of sales leads.
- Make sales presentation to customer decision makers.
- Use solution selling techniques to leverage the position of Time Warner and the communication products it offers and to educate and influence customers.
- Manage and maintain required pipeline and forecast data.
- Negotiate pricing, products and promotions with new customers.

Direct Sales Representative

ABC Corporation - 2008 – 2011

- Acquire new and upgrade current subscribers by conducting door-to-door canvas, appointment or referral solicitation in assigned territory.
- Systematically review assigned territory to insure dwelling units are contacted on a prescribed, periodic basis.
- Prepare and execute subscriber sales applications and arrange for installation date.
- Upgrade and improve sales presentation and knowledge of products, services and rates.
- Attend sales meetings as required.
- Maintain required record keeping and reporting of all sales and service activities.
- Contact subscribers and follow-up on installations..

EDUCATION

- Business Administration - (Cuyahoga Community College)

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SKILLS

Microsoft Office, Outlook, Microsoft Excel.