

# ROBERT SMITH

## Director of International Sales

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

A detail-oriented professional employs a strong aptitude for decision-making. Excel at troubleshooting. Ability to learn new software in a short amount of time with high retention.

### CORE COMPETENCIES

International Business, Management.

### PROFESSIONAL EXPERIENCE

#### Director of International Sales

**ABC Corporation - 2006 – 2014**

##### Key Deliverables:

- Represented the company internationally with full accountability to all initiatives.
- Developed company's international presence in military and commercial market segments from zero to 20% of total sales.
- Directed all aspects of the office in Sales, Marketing, identifying and developing credible staff.
- Traveled extensively to support the sales team at corporate headquarter and UK branch office.
- Negotiated with OEM customers, distributors, and agents.
- Provided price quotations, and transfer prices based on costs and market strategy.
- Developed forecasts, conducted strategic market and planned sales cycle globally.

#### Director of International Sales

**Delta Corporation - 2003 – 2006**

##### Key Deliverables:

- Developed new market for OSB and LP SmartSide product lines from scratch, growing customer base by 300% by the end of 2014 Promoted brand recognition .
- Origin of Hynix Semiconductor, Global IT H/W Manufacturer of Hyundai Conglomerate) Director of International Sales Responsibilities; Sales Management .
- Executed and captured emerging markets thru research, teaching, training, and marketing to effectively achieve target revenues and increase market .
- Tasked with management directive of international sales personnel/activities, communicating with customer service & logistics Educated International .
- Development of marketing plan; implemented sales strategies for the cultivation of new business opportunities.
- Planned special events for Four Seasons new, opening properties, client events and hospitality conferences worldwide Trained new sales and .
- Represented the Four Seasons Hotel product at International Trade Shows, Customer Events, and Hospitality Organization events.

# ROBERT SMITH

## Director of International Sales

Phone: (0123)-456-789 | Email: [info@qwikresume.com](mailto:info@qwikresume.com) | Website: [Qwikresume.com](https://Qwikresume.com)

---

### EDUCATION

- Bachelor of Science in Electrical Engineering - 1975(University of Arkansas)