

Robert Smith

Director of International Sales

CONTACT DETAILS

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PERSONAL STATEMENT

Seeks to obtain a challenging position with a successful company that provides an enthusiastic setting for professional career growth while utilizing prior experience.

WORK EXPERIENCE

Director of International Sales

ABC Corporation - 2007 - 2016

Responsibilities:

- Line responsible for managing and increasing sales in all market segments, which included designers, retail, and projects such as high-end residential, commercial, and hospitality.
- Successfully built new markets from a zero base generating around 20% of total Territory sales.
- Re-structured existing distribution structures/schemes and hired local Territory Managers to grow core markets in key geographical areas.
- Developed and implemented strategic and operating plans for long-term quality growth and profitability in international markets.
- Coordinated and participated in Tradeshows with Channel partners, assisted in booth design, product displays, marketing material, sales presentations, and guest speaker at seminars.
- Established performance goals, monitor monthly progress/sales reports, and conducted periodic updates.
- Analyzed the results of past sales campaigns and created new initiatives and partnerships with foreign distributors.

Director of International Sales

Delta Corporation - 2004 - 2007

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- Established performance goals, monitor monthly progress/sales reports, and conducted periodic updates.
- Analyzed the results of past sales campaigns and created new initiatives and partnerships with foreign distributors.

SKILLS

International Business,
Business Building, Sales
Management,
Negotiations, Expertise
In Consumer Products
Both Consumable And
Luxury, Strategy
Development, P&L
Responsibility,
Recruiting, Marketing,
Multi-lingual, MS Office,
Strategic And Operating
Planning, Team Player.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

Education

Masters in Commercial and Industrial Science - (Geneva University)