

ROBERT SMITH

Director Of Sales

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

SUMMARY

A multi-talented, Sales Director with 14+ years of Retail and Business to Business sales leadership experience. Insanely focused on leading teams that exceed revenue goals and maximizing profits while keeping customers first. Looking at new opportunities to leverage experience in a sales leadership capacity and have an immediate impact on business revenue while increasing profitability, customer service, and employee satisfaction.

CORE COMPETENCIES

Retail Leadership, Recruiting, training, coaching B2B Leadership, Sales Funnels, Pipeline, Solution Selling, Prospecting Strategic leadership, People Servant, Real Estate planning, Provoking

PROFESSIONAL EXPERIENCE

Director Of Sales

Verge Mobile TPR - July 2006 – March 2018

Key Deliverables:

- Lead 3 regional directors and one Business to Business National Manager Houston, Beaumont, North-South Austin, Memphis, Knoxville, DC, and Philadelphia. (TX, TN, PA).
- Established sales objectives by forecasting and developing annual sales quotas for regions and territories.
- Projected the expected sales volume and profit for existing and new products.
- Implemented the national sales programs by developing field sales action plans.
- Maintained sales volume, product mix, and selling price by keeping current with supply and demand.
- Completed national sales operational requirements by scheduling and assigning employees. following up on work results.
- Maintained national sales staff by recruiting, selecting, orienting, and training regional directors.

SR. REGIONAL MANAGER MID-MARKET

Mobile USA - 2004 – 2006

Key Deliverables:

- Implemented strategic goals in the business sales channel focus on the mid-market sales segment.
- Created and build a culture where bus development managers meet and exceed sales, operational, and performance objectives.
- Provided training, development, and coaching resulting dynamic sales culture.

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- Implemented initiatives that will enhance the business sales internal/external customer experiences.
- Interacted with sales leadership, sales staff, customers and cross-channel relationships.
- Planned, maintained professional and technical knowledge by attending educational workshops.
- Reviewed professional publications, established personal networks, participated in professional societies.

EDUCATION

Educational Creativity - 2003 (Universidad Nacional De Cuyo Mendoza - Mendoza, AR)

