Robert Smith

Distributor Sales Consultant

CONTACT DETAILS

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PERSONAL STATEMENT

To obtain a full-time Distributor Sales Consultant position that utilizes my interpersonal and organizational skills developed through a variety of responsibilities and a wide range of experience.

WORK EXPERIENCE

Distributor Sales Consultant

Salon Service Group - August 2010 – 2020

Responsibilities:

- Maintained over 100+ accounts on a monthly basis.
- Developed and sustained strong business relationships in an ever-changing market.
- Provided feedback to manager on monthly basis.
- Increased territory profits from $29,000/month to $80,000/month in first 4 years.
- Served additional role in teaching 15 classes per year in salons/schools.
- Continually exceed set sales goals over 6 years of employment.
- Created strategies to develop and expand retail sales with in the salons, resulting in a increase in overall sales.

Distributor Sales Consultant

Delta Corporation - 2006 – 2010

Responsibilities:

- Sold hair care products to salons, promoted monthly specials, and consulted with salon owners regarding retail sales within salon.
- Applied communication skills to increase sales of hair care products.
- Cultivated client relationships, increasing customer and repeat sales.
- Sales floor, cashier, answered phones, customer service, deliveries, restocked weekly, reordered weekly and product knowledge.
- Include - Prospect, Sell and service food service clients.
- Take orders, introduce new product, collections, delivery scheduling, problem solving.
- Territory includes the following parishes - Caddo, Bossier, Webster, Claiborne, Bienville and Lincoln, Red River, and Natchitoches.

Education

B.S. In Sociology

SKILLS

Creative Skills, Teaching Skills.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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