

ROBERT SMITH

District Account Manager

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SUMMARY

An innovative individual, with the proven ability to provide the direction necessary to produce results in a highly competitive, rapidly changing, business environment. An effective Sales Manager, with a track record of achieving outstanding results in profitability, productivity, quality performance, and client relationships.

CORE COMPETENCIES

Negotiating, Networking, Time Management, Problem Solving, Marketing And Advertising, Presentations, Organization, Database Management, B2B Sales, Sales.

PROFESSIONAL EXPERIENCE

District Account Manager

ABC Corporation - 2010 – 2015

Key Deliverables:

- Average sales of \$900K in revenue per quarter with an average of 35% Gross Profit.
- Established new client accounts through cold calls and marketing initiatives.
- Negotiated pricing and contracts with customers.
- Worked with customers and engineers to design products to meet customer needs.
- Had onsite inspections to evaluate customer needs to propose proper products.
- Read and evaluate drawings, plans, and blueprints.
- Developed and implemented new estimating programs for the sales department.

District Account Manager

Delta Corporation - 2008 – 2010

Key Deliverables:

- Acquired and retained management of new accounts Developed new business through prospecting, networking, leads and referrals Managed full sales cycle,.
- Corporate car rental sales to companies generating over \$100K in car rental revenue.
- Negotiated international and domestic rates for endorsed position.
- Rates were based on volume commitment, transactions, insurance benefits and special VIP provisions.
- Work with representatives at a store level, Dealer Principals and District Management of various accounts to develop and implement strategic/tactical .
- Customize and develop marketing/training materials to meet retailer requirements.
- Inspect and ensure efficient business operations and compliance with non-negotiable standards.

EDUCATION

2259 Oak Street, Old Forge, New York, 13420

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- Diploma - 1995(North Harris Community College - Houston, TX)