

# ROBERT SMITH

## District Account Manager

[info@qwikresume.com](mailto:info@qwikresume.com) | [LinkedIn Profile](#) | [Qwikresume.com](#)

Hard charged and highly motivated, self-starter with a report card of success. Proven revenue generator in all market conditions. 12 years at B2B sales and negotiations with decision-makers at many levels. Demonstrated ability to build new territories and expand opportunities within the existing customer base. Outstanding relationship building, training, and presentation skills. Intelligent, articulate, and driven to succeed.

## EXPERIENCE

### District Account Manager

#### ABC Corporation - DECEMBER 2004 - JULY 2010

- Sold an extensive line of home decor, seasonal products, gifts, and candles to furniture stores, hospitals, designers, and gift stores.
- Managed over 600 accounts in a six-year period.
- Consistently in the top 10% of the sales force.
- Maintained existing customers.
- Setting Appointments and Prospect new accounts.
- Attend and work assigned markets, shows, and sales.
- Responsible for taking care of existing accounts and opening new accounts.

### District Account Manager

#### Delta Corporation - 2003 - 2004

- Maintained existing customers Setting Appointments and Prospect new accounts Inventorying product Attend and work assigned markets, shows and sales.
- Responsible for sales and support of tape library systems, tape autoloaders and drives to the reseller channel.
- Territory included southern and western.
- Grew sales by 50% in the territory over 3 years.
- Met or exceeded territory quotas each quarter for 3 years.
- Sales of home decorating and gift merchandise to a variety of businesses in Indiana.
- Responsible for taking care of existing accounts and opening new accounts.

## EDUCATION

- Bachelor of Science in Communications - (Evangel University - Springfield, MO)

## **SKILLS**

Leadership Development, P&L Management.