

Robert Smith

District Account Manager

PERSONAL STATEMENT

Long term senior-level Sales Executive position in a fast-paced environment with the opportunity for upward mobility.

WORK EXPERIENCE

District Account Manager **ABC Corporation - 2004 - 2011**

Responsibilities:

- Sold and serviced national, retail, and wholesale accounts.
- Responsible for profit and loss within the defined geographical territory.
- Sold to national accounts that utilized buying and merchandising positions.
- Developed Key Builder Sales program to market products to the new construction industry.
- Directed and planned a key wholesalers business strategy opening over 25 new dealers, generating over in incremental sales.
- Promoted to Target Stores Team Captain and developed the sales training system that created in-store promotions, accounting for over \$75,000.
- Created product expansion and end-cap displays, generating new sales promotions.

District Account Manager **Delta Corporation - 2003 - 2004**

Responsibilities:

- Renaissance Learning is an educational software company serving all 50 states and internationally.
- Duties included qualifying and prospecting potential customers, offering and closing quotes and deals, follow up and ensuring proper .
- Was the key contact and managed the field sales in my area, the implementation of the programs, the quoting, the installation of the programs, the .
- Was the embedded expert in our programs and my particular state with a responsibility for meeting deadlines and goals and for growing sales .
- Overseeing 35+ stores and assisting in product knowledge and sales training.
- Analyzing buying patterns and merchandising to drive sales.
- Recruiting and hiring sales team to ensure positive sales growth.

Education

Bachelor of Business Administration in Marketing - (Kent State University - Kent, OH)

CONTACT DETAILS

1737 Marshville Road,
Alabama
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SKILLS

Networking/Prospecting,
Business to Business
sales, Employee
Management,
Organization, and Filing,
New Product
Introduction,
Budgeting/Record-
Keeping, Exceptional
Customer Service,
Scheduling/Time
Management, Sales
Management, and
Training.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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