

ROBERT SMITH

District Account Manager

info@qwikresume.com | <https://Qwikresume.com>

Highly qualified District Account Manager with experience in the industry. Enjoy creative problem solving and getting exposure to multiple projects, and would excel in the collaborative environment on which your company prides itself.

2004 - 2016

DISTRICT ACCOUNT MANAGER - ABC CORPORATION

- Managed 100+ accounts that produce \$5+ million quarterly.
- Recommended more than 30K products to all levels of independent retail via distribution.
- Maintained strong vendor relationships to drive consistent sales growth and cross-brand promotions.
- Collaborated with Marketing and Product Review teams to capture maximum growth opportunities.
- Developed standard operating procedures to streamline communications among vendors, account management, and upper management.
- Member of leadership advisory board credited with ensuring effective communication throughout the ASC matrix.
- Responsible for over 95 retail locations.

2003 - 2004

DISTRICT ACCOUNT MANAGER - DELTA CORPORATION

- Was responsible for growing the district revenue (\$30M) by selling and managing the high revenue clients while overseeing and training 4 account .
- Duties included increasing the volume of lab requisitions, creating custom panels that physicians order, educating clients about new testing and .
- Daily pre-call and post-call plans, call logs, monthly pipeline, and attrition reports were some of the administrative duties performed.
- Promoted to District Account Manager 2013 Ranked 33rd nationally out of 116 with a \$7.5M quarterly budget 2012 118% of Quota, \$1.412M growth and .
- Increased sales in district 42.3% the first year and 132.4% within second year Managed accounts and facilities from Asheville to Raleigh, NC Managed .
- Worked with dealers to promote Toyota Financial Service products.
- Products included Vehicle Service Agreements, Accidental Death Insurance, GAP Insurance, and Toyota Auto Care products.

EDUCATION

Bachelor of Science in Business Management - (Oregon State University)



SKILLS

Commercial Interior Designer, All Related To Interior Design, FF&E Specialist.