

ROBERT SMITH

District Account Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

As a member of your team, one can provide great customer service, build frontline morale, and contribute to the company's success. Committed to building client relationships, driving growth, improving profits, and exceeding metrics. Have work experience in fast-paced environments and can make quick decisions while staying calm under pressure.

CORE COMPETENCIES

Account Manager, Business To Business Sales, Rental Services, Operations Manager, Customer Service.

PROFESSIONAL EXPERIENCE

District Account Manager **ABC Corporation - May 2007 – February 2015**

Key Deliverables:

- Retention, and contract negotiations of accounts within five counties.
- Ensured outstanding customer service and oversaw the continuous improvement of a team of route sales representatives.
- Maintained mutually beneficial business relationships.
- Maintained high levels of customer satisfaction surveys, aggressively tackled growth and met retention metrics.
- Sold in an assigned territory business to business home accessory items to furniture stores, lighting stores, gift shops, and home and garden centers.
- Signed up new business cold-calling within the territory.
- Assisted the credit department in collections.

District Account Manager **Delta Corporation - 2002 – 2007**

Key Deliverables:

- Successfully and efficiently developed five Office Furniture Dealerships in the market.
- Generated 18MM dollars in annual sales as part of a three-person sales team.
- Excelled at new business development with Corporate Business Accounts and relationships with A & D firms.
- Worked daily with A&D firms in the market to educate them on the Furniture product line Was a member of the team to create.
- Supported customer satisfaction Managed over 300 Convenience Stores Supported and Manage 10 large bulk stones, example Managed all.
- Licensed in life, accident, and health insurance.
- Increased my account book by 25%.

ROBERT SMITH

District Account Manager

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

EDUCATION

Diploma - (Modesto Junior College - Modesto, CA)

