

Robert Smith

District Account Manager

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

PERSONAL STATEMENT

Seeks to obtain a management position, in which am given the opportunity to play a direct role in the unlimited growth and success of the solid organization.

WORK EXPERIENCE

District Account Manager **Haines Information Technologies - 2007 - 2020**

Responsibilities:

- Managed product sales with contracts one year in length and generating recurring revenue agreements to \$12,000.
- Developed leads and maintain a viable network of business contacts and prospective clients to consistently exceeding the \$1500/week quota.
- Ascertained client needs; formulate product packages; effective sales presentations.
- Negotiated and secured sales, developing existing accounts and acquiring new business.
- Responsible for prospecting new business accounts and servicing existing accounts in neglect or displeased.
- Consultative duties include surveying the individual circumstances of clients as a means to understand client needs, then providing advice.
- Developed close relationships with clientele to become a better service provider.

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

Responsibilities:

- Responsible for prospecting new business accounts and servicing existing accounts in neglect or displeased; assessing and pursuing leads, handling .
- Consultative duties include surveying the individual circumstances of clients as a means to understand client needs, then providing advice.
- Function within an entirely business to a business framework, working with employers and payroll employees.
- This was an outside sales position.
- Territory was Southern Minnesota and St.
- Took this territory from a \$200,000.00 territory to a \$520,000.00 territory in first year.
- Moved up to the Brainerd area to be closer to family.

Education

Certificate - (Dale Carnegie Public Speaking - Toledo, OH)

SKILLS

Operations
Management,
Consultative Selling,
Teaching.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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