District Sales Manager I

ROBERT SMITH

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Objective

A result-oriented professional with a drive to inspire innovative performance through progressive learning and consistent training for today's ever-changing verticals and markets. Proven ability to design and initiate effective sales processes and build winning teams. Strong belief in being a leader and all of the aspects it encompasses to build and maintain high caliber sales teams.

Skills

Microsoft Office, Adobe Photoshop, Corel Office Suite, Merchandising, Loss Prevention, Human Resources, Web Development, Graphic Design, Retail Management, Organizational, and Problem Resolution.

Work Experience

District Sales Manager I

ABC Corporation - September 2016 – Present

- Developing sales fitness, a sales coaching, and training program that promotes a better sales process with the use of a relational sales approach.
- Sales fitness was adapted and fitted to a regional course using a traveling alpha sales team to help struggling stores within the region and retitled "directors club".
- Designing a weekly webinar to decrease the resources and time of the traveling directors club team and target low performers each week as attendees.
- Creating the SMB champions program within ner-2 in partnership with Verizon wirelesss Philadelphia SMB sales manager and their SMB specialists.
- Instructing and developing the SMB ETR learning course in partnership with the go wireless training department.
- Developing an external partnership program with local businesses who refer customers on a regular basis in select markets (NON-BNI).
- Continuing to develop a winning culture through strategic networking and partnerships with Verizon wireless and external interests, while supporting and promoting employee growth, increased company profit, customer satisfaction, and the go-wireless way.

CEO

ABC Corporation - June 2015 – August 2016

- Learning organization helping companies adapt to change and improve performance.
- All events are original, factual research with a focus on supporting leadership development, sales performance, culture change management, and customer experience.
- Podcasts and articles about business performance weekly at michaelbotzan.com.
- Organized and scheduled all company meetings; planned and executed corporate events.
- Created reports for the CEO that tracked wholesalers net and gross assets for a given period of time and their daily activity logs.
- Developed the recruiting plan and transitioned the company from using recruiting agencies to in-house for direct hires.
- Oversaw all recruiting efforts; from writing the descriptions and posting them to job boards to holding an interview and creating onboarding material.

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Education

Bachelor's in Marketing - August 1997(Biola University - La Mirada, CA)Associates in General Studies - (Macomb Community College - Warren, MI)Diploma- (Clackamas Community College - Portland, OR)

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