

# Robert Smith

## District Trainer

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## SUMMARY

Focused with a comprehensive knowledge of managing and developing stores and sales teams. Commercially aware and highly successful in driving business forward while delivering high retail standards. Proven leadership capabilities in leading a team, training, developing direct reports, customer service.

## SKILLS

Sales, Management, Leadership.

## WORK EXPERIENCE

### District Trainer

ABC Corporation - 1997 - 2000

- Prepared and delivered retail and sales development training for the 13 members of the district sales force.
- Provided retail training support to 8 chain accounts that was implemented at 105 store locations.
- Managed initial field sales training and provided ongoing support and development to 6 newly hired Sales Representatives.
- Developed a tracking tool that enable stores to manage and monitor their point of sale replenishment systems.
- Trained and facilitated 11 fourth quarter Holiday Readiness Seminars in 9 cities.
- Developed a Marketing Portfolio that equipped the district Sales Representatives to feature individual marketing performance and achievements.
- `#{job_description7}`

### District Trainer

Delta Corporation - 2009 - 2014

- Designed and facilitated trainings to teach evaluators how to implement researched based strategies.
- Performed all duties related to the Educator Excellence Innovation Program grant or as assigned.
- Ensured execution of operational standards within the district.
- Identified research-based strategies and techniques that evaluators can implement to ensure there are normed scoring practices across the district.
- Developed resources to supplement trainings and supported district needs and priorities.
- Tracked record of coaching and developing other leaders to increase instructional performance and ultimately student achievement.
- This is Dummy Description data, Replace with job description relevant to your current role.

## EDUCATION

Bachelor of Arts in Business Administration & Communications - (University of Pittsburgh - Pittsburgh, PA)