

Robert Smith

Eastern Regional Sales Manager I

CONTACT DETAILS

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

PERSONAL STATEMENT

Outside Sales for a company needing the services of a seasoned professional who can hit the ground running and improve it's standing in the market place. One from which can retire after devoting remaining years.

SKILLS

Microsoft Office, Word, Excel, Communication skills.

WORK EXPERIENCE

Eastern Regional Sales Manager I

ABC Corporation - July 2007 - December 2014

Responsibilities:

- Consolidated another territory with an existing stronger dealer providing more products and services to the area.
- Delivered training to dealer reps and secured financing through collaboration with dealer principals.
- Hired to lead the expansion effort and develop the Eastern Region, consisting of all states.
- Submitted a comprehensive business plan detailing all aspects of the Expansion Plan prior to being hired.
- Accepted, hired and relocated to Raleigh, NC to implement and execute the plan.
- Identified, recruited and hired nine experienced sales professionals.
- Provided leadership and direction in implementing sales strategies while developing sales goals and forecasts.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Eastern Regional Sales Manager

Delta Corporation - 2003 - 2007

Responsibilities:

- Responsible for demonstrations, presentations, and dealer training.
- Managed seven sales reps and one clinical specialist covering over half of the US for a manufacturer of surgical and dialysis equipment and .
- Collaborated with NIH to ensure Transonic flowmeters were purchased and used during multihospital living liver transplant cohort study; produced .
- Directed sales for the eastern region of the US for bakery, poultry rice and personal care markets.
- Managed 3 regional account Managers, 2 independent sales organizations, 2 customer service groups and a pricing and product Manager for the Eastern .
- Serviced several national accounts in the rice, textile and poultry markets generating sales revenue of \$4 million.
- Reviewed and approved all quotations and bid packages to ensure profitability goals met or exceeded corporate targets.

REFERENCES

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

Education

B.S. In Business Management/Geography - (SUNY Binghamton - Vestal, NY)