ROBERT SMITH

Jr. Enterprise Account Executive

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SUMMARY

Over 30 years of high tech project management, procedures analyst, sales management and product sales in the enterprise and global level.

SKILLS

SalesForce, Sales, Marketing, Public Speaking, Funnel Management.

WORK EXPERIENCE

Jr. Enterprise Account Executive
ABC Corporation - 2014 – 2015

- Effectively developed and delivered successful face-to-face sales presentations that demonstrated my in-depth knowledge of our portfolio of broadband services.
- Identified new sales territories, cultivated domestic partnerships and participated with organizational affiliates.
- Prepared and maintained accurate and quality sales records through CRM -system, Salesforce.com.
- Exceeded sales, departmental financial and unit targets by 112%.
- Given additional responsibilities after six months of employment to include Enterprise and financial verticals.
- Implement and process orders for all telecom and data needs.
- Proactively look for ways to upsell into the existing base by cross-selling robust product line.

Enterprise Account Executive
Delta Corporation - 2006 – 2007

- Professionally developed domestic business plans that achieved significant expansion into new markets in the Washington DC/Northern VA.
- Established global professional relationships with overseas personnel in multi-site facilities.
- Planned and executed a program to assist expansion of customers foreign network communication services resulting in a 3 year extension of the sales agreement.
- Refocused network efforts through the development of new network design leading to the development of new data applications.
- Developed business plans that achieved quarterly revenue growth over established quota.
- Set groundwork for the State Department Federal Credit Union which culminated into $50,000 a month in sales revenue.
- This also gave the Credit Union advanced technical communications for their data and voice solutions.

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SCHOLASTICS

- MS in Communications & Information Management - (Bay Path College - Longmeadow, MA)

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