

# Enterprise Sales Executive

## ROBERT SMITH

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### Objective

Enterprise Sales Executive with over 5 years' experience working in both the public and private sectors. Diplomatic, personable, and adept at managing sensitive situations. Highly organized, self-motivated, and proficient with computers.

### Skills

MS Office, Salesforce, Google Docs, Google Analytics, Hootsuite.

### Work Experience

#### Enterprise Sales Executive

**ABC Corporation** - 2007 - 2008

- Lead for large and global accounts with complex business issues around the world.
- Engaged in business development to close new business deals and expand our portfolio with these accounts.
- Collaborated with sales, operations, and account management leaders and in other countries to help increase overall spend.
- Served as lead negotiator for contracts and pricing for all services.
- Developed new sales approaches and sales plan each year.
- Created account plans for each account utilizing PeopleSoft CRM.
- Lead in developing effective client presentations.

#### Enterprise Sales Executive

**Delta Corporation** - 2003 - 2007

- Executed 2 multi-million dollar global contracts at 125% of plan prior to company filing bankruptcy within 90 days of employment.
- Strategic sales of high-end data networking solutions to Fortune 500, carrier and multi-national Enterprise accounts.
- Prospected and engaged C-suite clients to present global solutions based on needs assessment and the company's specific corporate goals.
- Lead and managed team of sales engineers, network managers, and managed CPE providers.
- Sold enterprise customer data quality software primarily to major financial institutions in the US and Canada with a heavy focus on the .
- First Chairmans Circle recipient in 43 year history of the company Personally responsible for driving revenues exceeding \$5.1M in 2010 Sold the .
- Sold Enterprise SaaS software solutions with a sales cycle of 9 months or longer and average deal size in excess of \$250,000 including significant .

### Education

MBA - 1987(Wake Forest University - Salem, NC)