

ROBERT SMITH

Enterprise Sales Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Sales Executive with proven ability to win business, manage multiple accounts and sales opportunities and guide the entire sales process (from the initial call through closure). A consistent track record in developing and cultivating new client relationships with key decision-makers, including C-level executive relationships.

CORE COMPETENCIES

Social Media Strategy, Photography, Salesforce, WordPress, Training, Presentations, Negotiations, implementation management, project management, product management, UAT, QA.

PROFESSIONAL EXPERIENCE

Enterprise Sales Executive

ABC Corporation - 2007 – 2010

Key Deliverables:

- Managed major corporate accounts within the Twin Cities marketplace.
- Responsible for developing strategic client relationships, through increased awareness of Inacoms Technology Services capabilities.
- Responsible for all aspects of account profitability within 2 large corporate accounts.
- Major emphasis on expanding managed services presence.
- Achieve 145% of annual sales quota, managing annual revenues in excess of \$15M (\$2M in services).
- Managed the largest service account within the organization, with service revenues in excess of \$1.3M annually.
- Completed 1997 calendar year with Sales in excess of \$27M (product and services), 150% of quota.

Enterprise Sales Executive

Delta Corporation - 2003 – 2007

Key Deliverables:

- Prosper Sales Hall of Fame Achieved 125% of quota each month Top performer of the company in June, closing 50 deals (200% of quota) Generated over \$.
- Business-to-business sales development and revenue growth focused on the profitable representation and promotion of organizations operational and .
- Increase in partner sales for the Western Region--leveraged alliances formed during initial Business Development phase - 50% Increase in direct sales .
- Responsible for selling ISP products and services to enterprise clients with 500 or more employees.
- Promoted to enterprise sales due to success in selling to large businesses where other reps were having difficulty penetrating accounts.

ROBERT SMITH

Enterprise Sales Executive

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

- Sold IT solutions to key decision makers at mid size companies in the greater Minneapolis area.
- Managed the entire sales process from prospect identification, through qualification, to close.

EDUCATION

- Business Administration/Marketing - 1988(Metropolitan State University - Saint Paul, MN)