

# ROBERT SMITH

## Enterprise Sales Executive

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Detailed orientated Sales Executive with over 20 years of successful leadership in startup and territory expansion selling security IT governance technologies. Gifted sales strategist and tactician who excels at driving revenues through innovative sales and channel development programs. Solution expertise includes on-premises and cloud products for Email, Search, Social, DLP, 2FA authentication, Identity Management, and Encryption.

## EXPERIENCE

### Enterprise Sales Executive

#### ABC Corporation - 2015 - 2017

- Developed the industrys first easy-to-use, cloud-based suite of integrated agents with a unified dashboard.
- Deployed across verticals and cross multi-functional platforms globally.
- Established sales objective by forecasting and developing annual sales quotas; projections included sales volume and profit for existing and new product launches.
- Implemented a streamlined CRM process and marketing automation platform.
- Assisted sales executives in customer IPM acquisition strategies and on-site customer meeting/planning sessions.
- Used two different programs and made sure reached the quota to a bonus every month.
- Created pipeline of \$3.5mm of annual software revenue and managed the largest sales opportunity company-wide.

### Enterprise Sales Executive

#### Delta Corporation - 2013 - 2015

- Work from home and book reservations for customers.
- Used two different programs and made sure reached the quota to a bonus every month.
- This is first work from home job and I learned to be more independent and manage my time well.
- Demonstrated technical, customer service, loyalty, and am dependable.
- Scivantage provides front and middle office trading platforms and solutions for Broker-Dealers, Bank BDs, Mutual Funds and Prime Brokerages at the .
- Created pipeline of \$3.5mm of annual software revenue and managed the largest sales opportunity company-wide in 2014 Hired back from full-time study .
- Enterprise SaaS Social Networking Company sold to BMC Software

Won 6 trials.

## **EDUCATION**

- Master in Business Administration in Business Administration - (Saint Joseph's University)

## **SKILLS**

Strategic and Solution Selling.