

# ROBERT SMITH

## Enterprise Sales Executive

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Interested in working with a company that will embrace my wide range of creative, product, ideation, business, strategic, sales, marketing, social, entrepreneurial, customer-centric, and project management skills. A creative visionary with over 18 years of sales, full product life cycle ownership, implementation, account/project management, cross-functional team leadership, and customer successes who have bridged the gap from agile product development to the C-Suite.

### 2013 - 2016

#### ENTERPRISE SALES EXECUTIVE - ABC CORPORATION

- Provided a complete internet and network solution for customers.
- Developed plans for customers including data disaster recovery.
- Acquired new businesses that can benefit from fiber connections through cold calling.
- Build bids for academia, governments, and businesses with high bandwidth needs.
- Determine the most profitable position for Bluebird and the State of Missouri.
- Company lead on inputting all accounts into Microsoft Dynamic CRM.
- Training the Sales Engineers on how to input fiber build cost into Microsoft Dynamic CRM.

### 2010 - 2013

#### ENTERPRISE SALES EXECUTIVE - DELTA CORPORATION

- Managed sales team and sales for multinational restaurant chains for NTN Buzztime Software Opened chains with 60 plus locations as well as .
- Founding Sales Executive for new division and product launch of Hosted Managed Exchange.
- Presidents Club&quot;, &quot;RackStar of the Month&quot;, &quot;RackStar of the Quarter&quot; Corporate Operating Systems - product development and market analysis New IT .
- Syntax is a global provider of DMS & BPM Solutions.
- Its part of \$500 million UCA Group, USA.
- Managed Regional Sales operations for Document Management, Business Process Management (ViewWise from Computhink Inc.) & Security Solutions (.)
- Outstanding Sales Performance Award for acquiring new logos (Loesche, JK cement, Moser Baer, Vatika Group, Indian Oil and Omaxe Construction etc.).

## **EDUCATION**

Professional Sales and Management - (Kirkwood College LAN Management)

## **SKILLS**

Cold Calling, Salesforce, Telecommunications, Transportation, Sales Presentations, SAAS, VOIP.