

ROBERT SMITH

Enterprise Sales Executive

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

SUMMARY

A revenue-generating hunter with over fifteen years of award-winning, record-breaking business to business technology sales experience through both direct and partner channels to Fortune 500 companies.

CORE COMPETENCIES

Software Sales, B2B Sales, Business Development.

PROFESSIONAL EXPERIENCE

Enterprise Sales Executive ABC Corporation - 2013 – 2015

Key Deliverables:

- Managed sales cycles that ranged from six months to one year; proved vital in growing the company 100%+ in three years.
- Sold enterprise-grade project management software to C-level and executive-level personnel at enterprise organizations and higher ed. institutions.
- Responsible for responding to incoming leads, prospecting and generating new leads, conducting product demonstrations, generating detailed proposals, and negotiating licensing agreements.
- Secured six-figure software licensing deals with mid-size/enterprise companies and public institutions.
- Engaged qualified prospects to develop requirements documents based upon detailed needs assessments.
- Generated successful proposals in response to RFPs.
- Worked extensively with ownership to create a sales and marketing plan that supported the companys sales force with strong marketing and lead generation efforts.

Enterprise Sales Executive Delta Corporation - 2010 – 2013

Key Deliverables:

- Specialize in selling document imaging and IT solutions to "C" level executives.
- Used a consultative selling approach to close business, focusing on mission critical industrial printers, barcode systems, mobile computers and .
- Consistently at or over quota - 123% over quota 2011, 127% over quota 2006 Closed largest revenue .
- Exceeded annual quota in less than 7 months - \$4.1m - Hosted Value Add webinars/Seminars on industry related subjects for my clients/prospects - .

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- Managed the west coast territory selling to enterprise level institutions digital transaction management services which is a business transformation .
- Daily track and log appointments, pre-qualifications, contracts and installations, with the main focus on Hunting for new logo business.
- Navigate through an array of tools.

EDUCATION

BA in International Political Economics - (The Ohio State University)

