

Robert Smith

Enterprise Sales Executive

CONTACT DETAILS

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PERSONAL STATEMENT

Performance-driven sales professional with over 6 years of demonstrated success in surpassing sales objectives, increasing brand awareness and fostering solid customer relationships. Excels at delivering outstanding customer service and personalized attention using a consultative sales approach.

SKILLS

Consultative Selling,
Value Selling, Spin
Selling, Salesforce,
Negotiation.

WORK EXPERIENCE

Enterprise Sales Executive

ABC Corporation - December 2012 - October 2013

Responsibilities:

- Provided a cloud and mobile-based employee wellness platform achieving unprecedented levels of engagement.
- Recruited by VP of Sales to develop, manage, and close new business opportunities with companies with 1000+ employees.
- Built relationships with key decision-makers such as VP of Human Resources and Benefits.
- Conducted virtual product demonstrations.
- Managed leads from negotiations to close.
- Results-driven enrollment optimization and financial aid management solutions.
- Developed new business opportunities for the first SaaS-based enrollment optimization, student verification, and financial aid management enterprise application for Higher Education.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

Enterprise Sales Executive

Delta Corporation - 2009 - 2012

Responsibilities:

- Closed and managed substantial business with enterprise accounts.
- Manage and close Oracle sales opportunities through opportunity management, account resource allocation, account strategy and planning, and .
- Drive sales by developing rapport with executive level via the internet through web based discovery calls and presentations.
- Increase pipeline through demand generation and targeted campaigns to the Oracle Applications install base accounts Collaborate with the Field Sales .
- Responsible for generating additional revenue within the current customer base by selling Complimentary Software Solutions, Software upgrades and .
- Direct B2B sales working with C-level and functional managers to develop solutions addressing enterprise-wide needs.
- Key accounts and wins included; \$400,000 supply chain sale to Genentech Multi-state rollout with SYSCO Major upgrade with HP.

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

Education

BA in Media Arts - (University of Arizona - Tucson, AZ)