

# Robert Smith

## Enterprise Sales Executive

Phone (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website : [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](https://www.linkedin.com/qwikresume)

Address: 1737 Marshville Road, Alabama

## SUMMARY

Seeks to secure a multi-level position that fosters and benefits from skills as a sales, marketing & business development professional for a top organization in the greater areas.

## SKILLS

Graphic Design, iOS testing, Mobile Development, IT Diagnostics.

## WORK EXPERIENCE

### Enterprise Sales Executive

ABC Corporation - 2012 - 2017

- Publicly traded, \$1.2B company providing security products that protect computers, networks, and mobile devices.
- Accountable for over \$1M quota and direct sales of system network security products and services to commercial, healthcare, and government accounts.
- Sales value range from \$35,000 to over \$1,000,000.
- Led team in performance for 2005 with 118% attainment against quota.
- Hired to Drive global IT solutions programs at a targeted client base by proposing SHI solutions and providing responsive, knowledgeable, and high-quality service.
- Specialized in selling document imaging and IT solutions to &quot;C&quot; level executives.
- Used a consultative selling approach to close business, focusing on mission-critical industrial printers, barcode systems, mobile computers.

### Enterprise Sales Executive

Delta Corporation - 2009 - 2012

- Specialize in selling document imaging and IT solutions to &quot;C&quot; level executives.
- Used a consultative selling approach to close business, focusing on mission-critical industrial printers, barcode systems, mobile computers and .
- Eagle Club Winner 2014 - 104% over quota Consistently at or over quota - 123% over quota 2011, 127% over quota 2006 Closed largest revenue .
- Declined relocation package) Responsible for achieving \$4.1M annual quota - Achieved 134% in first year (\$5.49M); including a \$1.76M Walgreens .
- Architected/Engineered specific Oracle solutions for clients through project analysis, resource allocation, and industry/market fluctuation, while .
- Responsible for managing 73 National Accounts in the greater Chicago metro area.
- Maintained & exceeded monthly & quarterly quota in units as well as revenue Obtained and successfully closed new sales from leads generated by pre-.

## EDUCATION

B.A. in Communication Studies and Psychology - (Texas Tech University - Tech, Texas, US)