

Robert Smith

Field Agent III

PERSONAL STATEMENT

Marketing and sales and having gained an exceptional track record in that field. Adept to fast paced environments, focused on hands-on leadership with excellent individual mentoring and team-building skills. Detail oriented, strong analytical thinker, clear communicator and educational advocate. Easily transform business goals into operational reality.

WORK EXPERIENCE

Field Agent III

ABC Corporation - November 1997 - July 2005

Responsibilities:

- Negotiated peaceful and lawful repossession of automobiles and other secured collateral with debtors.
- Communicated effectively with lien holders on the status of accounts.
- Produced detailed condition reports and appraisals of secured automobiles and property.
- Investigated, evaluated, and negotiated accounts by phone and in the field.
- Built relationships with clients, colleagues, and the community.
- Worked with attorneys of bankrupt debtors to obtain releases and resolve cases.
- Assisted other branch offices with daily operations and recruitment of new businesses and employees.

Field Agent

ABC Corporation - 1995 - 1997

Responsibilities:

- Retrieve leads from a list of personal contacts and retrieve more leads from those leads.
- Have an interview with a prospect and give them a free gift from the company Start a presentation after the giveaway and find the basic needs of the client.
- From needs survey i would then show them a product and give them a price.
- Handle objections from the client and then close the sale.
- Customer service on existing customers.
- Treat every customer and prospect with the most respect possible with or without a sale.
- Show the prospects the importance of insurance and paint a picture for them of the what ifs..

Education

Bachelor of Science in Business Administration and Criminal Justice - (Culver-Stockton College - Canton, MO)

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Alphanumerical Coding,
Mastercam.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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