Robert Smith

Group Sales Representative

CONTACT DETAILS

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PERSONAL STATEMENT

A hard-working, outgoing, and team-oriented person looking to help a company grow as well as solidify a career that benefits from knowledge, experience, and personality. Able to implement and execute long-range and short-term goals.

WORK EXPERIENCE

Group Sales Representative

ABC Corporation - July 2010 – July 2014

Responsibilities:

- Provide excellent customer service and ensuring guest satisfaction while booking customized waterpark group events for families, schools, scouts, and military personnel.
- Sold consignment tickets, birthday parties, park buyouts, managing caterings, special events, and media events.
- Processed sales orders and managing sales data bases in a fast paced and ever-changing environment to meet the needs of guests while meeting & exceeding sales quotas.
- Computed the cost of travel and accommodations, using a calculator, computer, and hotel rate books to quote package tour costs.
- Booked, ticketed, and arranged travel for groups of 10 - 100 people.
- Trained new employees in company policy and procedure, as well as specific department training,
- Routed calls with concise accuracy for customer service.

Group Sales Representative

Delta Corporation - 2005 – 2010

Responsibilities:

- Introduced Guardian Group brand to Akron, Canton, Youngstown territory.
- Exceeded sales goal and built a very strong reputation in the territory.
- Won Central Division Rookie of the Year Award.
- Responsible for, but not limited to, the sales of new Group Outing ticket packages, as well as Luxury Suite Rentals and Group Venues to both the .
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- Trained new employees in company policy and procedure as well as specific department training Routed calls with concise accuracy for customer service .

Education

Diploma - 2003(Ball High School - Galveston, TX)

SKILLS

Event Planning, Sales, Social Media, Entertainment, Customer Service, Customer Relationship Management.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

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